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1929

# THE NATIONAL Provisioner

THE MAGAZINE OF THE  
*Meat Packing and Allied Industries*

Volume 80

FEBRUARY 9, 1929

Number 6

Reference Dept.  
4th TIER



## Give these dependable flappers a job

THIS patented "Door That Cannot Stand Open" prevents the inflow of warm moist air which coats pipes and causes mold—keeps in the cold dry air you pay to create. Flapper doors cannot come to rest except in closed position; the flappers work by the un-failing force of gravity. Let us send you the details.

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# A True Story of Service!

## WESTERN UNION TELEGRAM

JOHN E SMITH'S SONS CO  
BUFFALO N Y

BROKE CYLINDER FEED SCREW AND  
RINGS FOR SIXTY SIX B GRINDER MUST  
REPLACE CYLINDER SCREW AND GRINDER  
IMMEDIATELY OR CANNOT CONTINUE  
OPERATION WIRE ANSWER IMMEDIATELY  
WHEN WE CAN EXPECT SAME

LEVY BROS MEAT AND PROV CO

*Here's the telegram  
from Levy Bros., Kansas City*

## At 11 A.M. MONDAY

—the shipment reached Levy Bros. in Kansas City; the new parts were installed, enabling the plant to resume operations with practically no loss of time.

**W**E RECOGNIZE the necessity of meeting unusual emergencies in serving users of "BUFFALO" Machines. Our interest in the constant, perfect performance of every "BUFFALO" never ceases—for 60 years, service has been our watchword!



The  
"BUFFALO"  
Grinder

## John E. Smith's Sons Co.

Patentees and Manufacturers

50 Broadway

BRANCHES: Chicago, Ill., U. S. A.

London, Eng.

Buffalo, N. Y.  
Melbourne, Australia

## At 6 P.M. SATURDAY

—this telegram (at left) was delivered to the home of one of our officials. Our plant had closed at noon. Within an hour, this official and three men met at the factory.

## At 9 P.M. SATURDAY

—the necessary replacement parts had been assembled, packed, loaded onto a truck, rushed to the railroad station and placed on a fast express train.

*—and here's the letter  
commending our  
Services!*

**"I** WANT to thank you very much for your prompt attention to our wire, ordering a grinder cylinder, feed screw and ring, and want to say that the cylinder broke Saturday afternoon and we received the new cylinder at 11 o'clock Monday morning. This service could not be improved on.

LEVY BROS. MEAT & PROV. CO.  
KANSAS CITY, MO.

# THE NATIONAL Provisioner

THE MAGAZINE OF THE  
*Meat Packing and Allied Industries*

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OFFICIAL ORGAN OF THE INSTITUTE OF AMERICAN MEAT PACKERS

Volume 80. No. 6

FEBRUARY 9, 1929

Chicago and New York

## More Beef at Lower Prices Is a Problem for the Producer

### Must Learn How to Satisfy Consumer and Earn Profit for Himself as Well Packer's Views on Tariff Situation

A minimum of 14 profits, and a possible 20 to 25 profits, are taken in the various steps of distribution of cattle and beef from the range to the consumer's table.

It is the sum total of these profits—many of which are small in themselves—that tend to make the cost of beef so high, and the return to the cattle producer so small.

The bulk of these profits is taken before the animals enter the packinghouse.

The problem, therefore, is one for producer solution rather than for the packer—the finding of some means by which the consumer can eat more beef at a smaller cost, and by which the producer can grow more cattle at higher prices.

The solution of this problem is one that F. Edson White, president of Armour and Company, believes must be found before beef consumption will return to its previous high level. Mr. White voiced this opinion in an address delivered February 5 at the annual meeting of the American National Livestock Association, in session at San Francisco, Calif.

#### Problems More Political Than Economic.

Citing the fact that the question of the tariff on cattle and beef is more than a political and economic matter, but one extending into the fields of livestock disease and international diplomacy, Mr. White expressed himself as

still favoring a protective tariff, and being in sympathy with the American cattlemen in their efforts to secure a higher tariff. He assured the cattlemen that the packers' interests were the same as theirs.

He was of the opinion that a tariff on hides would have no particular advantage for the producer and would be a considerable handicap to the leather manufacturers, who are still in a precarious situation.

The competition of leather substitutes, he said, is a more serious matter than the import of hides, which is confined largely to spready hides from

larger animals than are grown in this country.

Following is a summary of Mr. White's remarks:

#### What Has Happened in Nine Years.

"The nine years that have passed since I last attended a meeting of the American National Live Stock Association have been of tremendous significance to the livestock industry. In that brief period both producer and packer have gone into the valley of the shadow and countless of them have failed to reach the rising slopes on which we stand today.

"Nine years ago, producers bemoaned

## Cattlemen Vote for Meat Industry Cooperation

At the annual meeting of the American National Livestock Association held at San Francisco, Calif., on February 5-7, a tax of 20c per car on livestock, 10c of which is to come from the consignor, was approved as a fund for the advertising of meat. The joining of all interests connected with the livestock and meat industries in a meat advertising campaign was urged.

The grading and stamping of beef was endorsed, and increased Congressional appropriations were urged.

A higher tariff on livestock and meat products was endorsed.

Approval was given to the idea that packers should retail meat.

The Department of Agriculture was urged to combat false meat propaganda.

The continuance of the embargo on fresh meats from countries having foot-and-mouth disease was advocated.

Lower freight rates on both raw and processed agricultural products were favored.

The Capper-Hope bill to control live-stock buying was opposed.

A standing committee was appointed to cooperate with all livestock interests for promoting the industry.

Officers elected for the coming year are: V. M. Culbertson, Silver City, N. Mex., president; Henry Boice, Arizona, first vice-president; William Pollman, Oregon, second vice-president; Charles D. Carey, Cheyenne, Wyo., third vice-president.

Denver was chosen as the 1930 convention city.

a drop in beef steers from the \$15.50 level, which prevailed at the Chicago market in 1919, to the \$8.20 level of 1921. During that same period hogs dropped from \$17.85 to \$8.65.

Packers, on the other hand, saw dressed beef drop from 23c to 15c, hides from 35c to 11c, tallow from 19c to 7c, hams from 45c to 23c; bacon prices were cut in two, and dry salt meats fell to a third of their war-time values.

"Truly, we were all in the muck together, and in the blind groping from our mutual despondency we found that our way led out together even as it had led in, and that instead of blaming each other for our ills, we must cooperate and put our mutual business on the right course.

#### Have Learned to Cooperate.

"In nine years we have learned something of each other's problems, and with that growth of knowledge has come a growth of understanding and confidence, so that we meet today with an attitude toward each other vastly changed from that of 1921. May the future preserve the present friendliness, and may we increasingly come to solve our problems by cooperative effort rather than by wrangling, recrimination and actual conflict.

"The favorable price levels for beef cattle today are a reward for the tremendous suffering which you had to undergo following the war, but they create a number of new problems which must be solved if prosperity is to remain.

"As beef has become more expensive, it has become more and more difficult to sell to the housewife. What the advertising men term 'consumer's resistance' has increased to a point where it threatens the beef-eating habit in numberless families.

#### Consumer Buys Beef on Price.

"The average person buying beef thinks nothing of the question of justice to the grower. And as beef has risen in price the tendency to substitute some other meat has grown, until today beef buying has been diminished, and in many families even abandoned, while restaurants and hotels have only memories of the steaks and roasts of the past.

"Naturally, we look forward to the day when more beef will again be on the market, and when that time comes we shall have to regain these lost customers.

"We know of only one method which would, unaided, increase the movement of beef, and that is through making prices so attractive to the retailer that he can get a greater return through pushing more beef into consumption than would result from pushing poultry or other product.



F. EDSON WHITE

"The actual putting into practice of the price machinery necessary to stimulate the movement of beef is always misunderstood by the producer and resented. It is bound to occur when the first marketing of increased production takes place and prices are usually depressed to a greater degree than the simple increase in production would seem to warrant.

#### Producer Is Learning to Understand.

"I realize that many of your best thinkers understand the situation, and that some of them have maintained during the past year that cattle were too high for a healthy condition of the industry.

"Ranch cattlemen in general have realized for many years the danger of feeder stock being so high that the Corn Belt man would lose money on them. Many Western breeders apparently feel that high-priced stock cattle, and losses to feeder buyers, always react more in the following year than the prices help during the current one. The situation is comparable to the dressed beef trade, where crowding for the last nickel has proved almost as disastrous to the general cattle industry as has the abnormal price of stock cattle.

"In other words, feeders and beef can get too high for the good of those engaged in the business.

#### Cattle Industry Needs Reorganization.

"The crying need in the cattle industry is for a reorganization of its methods.

"A typical New Mexico or Texas producer grows his cattle to a marketable age and then sends them to market for sale. Presumably, he is entitled to a

profit on his operations. The railroad which takes his cattle to market is also entitled to a reasonable profit.

"The commission man who sells his cattle for him is entitled to a fee; so is the stock yards company which provides selling facilities. The commission man who buys for the corn belt feeder is likewise entitled to a fee, and the railroad which moves the livestock from the market to the feed lot is also entitled to its profit.

"The feeder, in turn, is entitled to a profit commensurate with the many risks which he takes, and the railroad is entitled to another profit for moving the cattle back to market where the commission man and the stock yards company again claim fees.

"The packer performs an essential service and is entitled to a margin of profit; so is the railroad that moves the beef eastward; so is the distributing house in the consuming center, and the retailer who is located there.

#### Many Must Earn a Profit.

"I have included no one in this chain who is not essential, and I know that, on many herds marketed, the number of times the animals are handled is increased by from two to ten. Probably these latter ones are not necessary, although I am sure that the men handling them would claim that they do perform a service.

"Here are fourteen profits, at a minimum, and twenty to twenty-five at a maximum, that must be collected under our present system. This constitutes a load upon the cattle industry which no other industry, to my knowledge, has to carry.

"Most of these expenses accumulate before the livestock reaches the packer; the problem, therefore, becomes one which the producer must solve.

"I do not feel able to offer a solution, but I might point out that the work of the California Cattlemen's Association and the Western Marketing Association is one step in this direction. The ranch-to-feedlot work of the Texas Association and other Western associations, in connection with the cooperatives and with private individuals, is another step in the right direction.

#### More Beef at Lower Prices.

"However, these steps are only beginnings, and stability can come to the cattle industry only when the margin between the consumer and producer is narrowed still further so that the consumer can eat more beef at lower prices, and the producer can grow more cattle at higher prices.

"There is no single agency between the two that is deserving of serious criticism. The difficulty lies in the fact that there are fourteen or more agen-

(Continued on page 42.)

February 9, 1929.

# This Meat Chain Was Built Up from the Bottom

## Young's Markets in California Were First of the Successful Meat Chains How This Big Business Is Operated

There are two ways to enter the chain store field.

One way is to open a series of meat markets in a community or section of the country, and let them take their chance of success or failure.

The other way is to build slowly on a solid foundation.

Young's chain of 46 retail meat stores in Southern California—the first of the meat chains to gain fame—was built up from the bottom. The first store was a meat market opened 40 years ago.

Each of these markets is a unit, sufficient in itself. It buys its own supplies, either from the parent organization or from other wholesalers. When buying from the Young wholesale organization it is given no special favors.

But the whole system of markets is governed by one principle—that of square dealing, fairness to the customer and fairness to those from whom supplies are bought.

Care is given in all details to see that everything is just right. Quality is the watchword; fair dealing is the policy; the service is efficient and prices are reasonable.

On these foundation stones this successful chain of markets has been built. It is the kind of foundation other retailers may like to start laying. It is a good way to enter the chain store field.

The following article describes briefly the present organization with some of its rather unique features, and outlines the business psychology of its owners.

### A Successful Meat Chain

By O. H. Barnhill.

When John G. Young opened a butcher shop in Los Angeles 40 years ago, he knew little about the meat business. Neither did his five brothers, when they joined him 18 years later.

Today they have 46 retail stores, wholesale meat and coffee departments and a \$1,250,000 headquarters building which is probably the finest food store in America.

One of their markets sells 75,000

pounds of meat daily. Another earns a net profit of \$18,000 annually.

#### Not a Typical Chain.

Why this unusual success?

The main advantage of the typical chain store—volume buying—is not

As for efficient management, the Youngs' chain is supervised by the same men who managed the business when it was quite small.

How Youngs are able to hold their present trade is not so important as the means by which they were able to expand their business from a humble beginning to its present proportions.

#### The Secret of Success.

No one is going to hand a meat dealer or provision company a ready-made, successful chain of stores to operate. If, however, meat men knew how the links in such a chain were forged, they might expand their own business along similar lines.

The Youngs attribute their success to quality of product, hard work and strict observance of good business principles. They deny the possession of trade secrets, or that any fortunate combination of circumstances helped them attain their present enviable position.

Quality is so important in the meat business that most dealers lay claim to this vital essential. Youngs, however, appear really to practice what they preach on this point.

#### Where He Learned Quality.

P. M. Young, general manager and senior member of the firm, explains how he and his brothers came to specialize in quality.

"My father, an Illinois farmer, was very particular about doing every job just right. He taught us boys to plow



P. M. YOUNG.  
Gen. Mgr. Young's Market Co., Inc.

enjoyed to any great extent by Youngs' markets, because each store purchases its supplies separately. The wholesale department furnishes only part of the meats sold by the retail stores, which pay the same prices as other markets and buy most of their fresh meat from local packers.



ONE OF THE CHAIN OF YOUNG'S RETAIL MARKETS.

Landlords furnish and equip these markets, and receive three-fourths of net profits as rental. This makes them boosters, and reduces amount of capital tied up.

straight furrows, plant straight rows of corn and build straight fences. When a stone knocked a plow out of the ground, the plow was pulled back and inserted in the furrow where it jumped out.

"Our horses were curried and brushed so clean that a white handkerchief was not soiled by rubbing it over their backs. Firewood was cut just the right length to fit the stove. Stacks were built to shed rain. If a top blew off, it was replaced as soon as possible and fastened down with stone-weighted ropes.

"My father raised quality, pure-bred livestock and fancy eating apples. His fruit was packed so honestly that St. Louis dealers often had him make carlot shipments direct to destination without inspection. When we came to California and began growing berries, every box was properly packed, so dealers never needed to examine our fruit.

#### This Rule Came First.

"When we went into the store business we always kept this quality principle in mind, making it the first consideration. If local packers didn't have the grade of meat our trade required, we bought animals and slaughtered them, regardless of immediate loss or gain."

Mr. Young was asked to what other business principles he and his brothers paid particular attention.

"Strict honesty in all business deals and constant regard for the other fellow's interests, as well as our own," he replied. "I never have ceased to be

grateful to my mother for taking us boys to Sunday school. It was there we learned the Golden Rule and other precepts so important to success and happiness.

"We are not only considerate of our customers, but of the firms from which we buy supplies. Furthermore, we never take advantage of a competitor, no matter how unfairly he has treated us. Many times we have been tempted to strike back, but have refrained from doing so, because such a course never pays in the long run.

#### They are Not "Grave Diggers."

"In buying meat of a packer, we never take advantage of a situation to further our interest at his expense.

"For example, if we see he is overloaded on certain cuts, we do not use this knowledge to beat down quotations—and buy more than we really need! Instead, we make a special effort to assist the packer in disposing of his surplus at a fair price.

"Packers remember favors of this kind, and go out of their way to supply us with cuts we need when that particular kind of meat is scarce and high-priced.

"We never cut prices below cost in order to draw trade away from a competitor. But we figure on close selling margins, regardless of what others are charging.

#### One Way to Meet Competition.

"Once, when we still were doing business in our original store and competition was keen, a competitor tried to swing trade his way by making a special sale of Western hams and shoul-

ders at a very low price. We countered by advertising Eastern hams for half a cent less per pound.

"I personally sold 780 hams in one day, although I did not make change or wrap up purchases. We ran out of hams about 3 o'clock in the afternoon. The last ones we ordered were still hot from the smoke-house when they arrived.

"That little stunt made a great impression on the public, showing that we could be depended on to meet competition and give the best values."

#### A Market De Luxe.

The main retail store bears out the idea of Youngs' quality. Although this magnificent new building is only four stories high, it cost more than some height-limit office buildings. Enormous granite pillars flank the front entrance, while a great deal of gold leaf was used in the interior decorations.

De luxe offerings of eatables are displayed on the main floor.

The meat counter, which extends along one side of the long room, is the kind that butchers dream about, but seldom see. Every piece of meat is practically perfect, cleverly cut and artistically displayed.

The reddest of steaks, pink-and-white pork chops and golden-skinned poultry nestle in great banks of fresh, green parsley. Sliced bacon and other meats are arranged with mathematical precision. Order, neatness and cleanliness are the evident handmaidens of quality.

This is the big down-town market catering to the high-class trade.

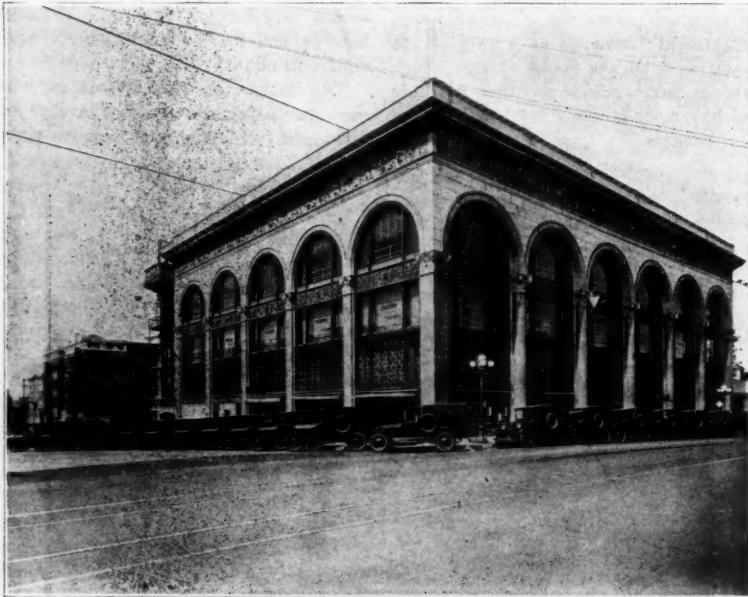
Of course in those of the Youngs' markets which cater to a less exclusive class of trade there is not the same degree of shop display. But the high-quality standard is plainly apparent in product and store furnishings.

The latter are strictly first-class and include such things as plate-glass mirrors on the wall behind the counter, which give the store an air of spaciousness. Speed in serving customers is facilitated by having sheets of wrapping paper cut into convenient sizes, ready for instant use.

Youngs' main market is located at 7th and Union Streets, in a high-class apartment district. One hundred people are employed in this store.

#### Getting Business by Phone.

The phone order room has 70 trunk lines and 30 girl workers. Each of the latter has a particular district, where she soon gets acquainted with regular customers, learning their names, peculiarities and buying preferences. Each girl has before her not only the names and addresses of all the customers in her district, but the day's market price on every article carried in stock.



MAIN STORE AND WAREHOUSE OF YOUNG'S MARKET CO.  
This is said to be the handsomest and most elaborately equipped food emporium in the United States.

The order-filling department is on the second floor, to which trucks drive from the street on a broad, curving ramp. In addition to a general line of meats and groceries, this huge store contains a complete bakery, fancy gift box packing department and a division for lunch catering, where hams are boiled and chickens roasted.

The coffee department occupies an entire floor. A thousand tons of green and roasted coffee are carried in stock and a million dollars' worth sold annually, mostly to hotels and restaurants.

The executive and accounting offices are extensive, the entire Youngs' organization comprising 650 persons. Good wages are paid and bonuses averaging \$50,000 a year presented to employees.

#### Wholesale Meat Department.

The wholesale meat department at 431 South Central Ave. is in charge of W. G. Young, president of the company. George Young manages the main retail store. F. J. and C. T. Young are vice-presidents.

Most of the wholesale meat sales are to hotels and restaurants, but Youngs' retail markets are supplied with large quantities of cured meats, sausage, poultry and fish. Bacon, hams and cooked sausages are smoked at the plant, where fresh meat is received in bulk and prepared for the catering trade and other retail outlets.

"Competition is keen," Mr. Young points out, "therefore we are obliged to handle several different lines. If we carried nothing but fresh meat, over-head soon would absorb the profits.

#### Why Other Lines are Carried.

"In addition to cured meats, sausage, poultry and fish, we handle large quantities of fresh eggs and last year froze and broke a half million pounds. A little profit on each line enables us to maintain our organization and compete with the big packing companies."

As in many other cities, Los Angeles packers sell direct to hotels and restaurants, as well as to Youngs' and other companies which supply these food retailers. It is convenient, however, for caterers to buy of firms which also deal in fish, poultry and eggs. The hotel supply companies, furthermore, make a specialty of preparing meats for the pot and frying pan, which enables their customers to save on kitchen help.

"Delivery, a big item in the meat business, costs us less than it does the packers," points out Mr. Young. "We use lighter trucks and serve only a small, compact territory. In cities like New York, packers maintain district supply houses, from which neighborhood deliveries are made at little ex-



MEAT DEPARTMENT IN THE MAIN RETAIL STORE.

Equipment is marble, onyx, tile and plate glass, with latest appliances and counter refrigeration. Meats are most artistically displayed.

pense. Such a plan would not be feasible here, because the population of Los Angeles is scattered over such a wide territory.

#### Fly-by-Nights Hurt Trade.

"The entrance into the hotel and restaurant game of dealers who lack capital or experience, or both, constitutes a serious problem in our business," declares Mr. Young. "Equipment dealers encourage these irresponsibles to enter the trade, which they later demoralize by cutting prices, in a vain endeavor to attract customers.

"When the newcomer finally is forced to quit, irreparable injury has been done to legitimate competitors and to food dealers whose bills are left unpaid. The

equipment dealers take back their slightly-used fixtures and appliances, which are sold again to other irresponsibles.

"There should be some way of stopping this abuse. It might be feasible to require beginners in the hotel and restaurant business to file a public record of supply purchases. This would enable us to keep tab on a new customer's operations and see how deeply he is becoming involved."

#### Novel Rental Plan for Markets.

In order to conserve capital during the World war, Youngs' adopted the policy of requiring landlords to pay for furnishing and equipping the firm's new stores. Three-fourths of the net profits is paid for rent.

"Establishing a new market involves so many risks that it is no more than right that the landlord should share them," explains Mr. Young. "In paying 75 per cent of the profits for rent we are amply compensating the owner of the building for capital tied up in store furnishings and equipment.

"The main point in favor of this arrangement, however, lies in making it to the landlord's advantage to look out for our interests. If his rental depends upon the money we make, he will not encourage competition. He will, in fact, go out of his way to keep another unnecessary market from locating in the neighborhood.

"Landlords usually are prominent men in a community and their influence in our favor is worth a good deal. When a store owner receives three out of every four dollars earned by the



W. G. YOUNG.  
President Youngs' Market Co., Inc.

operator, he becomes an active booster for the market."

#### The Best-Paying Store.

Youngs' most profitable store is located in the Grand Central Market on Broadway, between 3rd and 4th Sts. This is a cash-and-carry market, patronized mostly by middle-class people. The profits from Youngs' meat counter at the Grand Central reached \$72,000 a year, of which the landlord received \$54,000 and Youngs' \$18,000.

Each of Youngs' 46 markets has the advantage of the combined judgment of five brothers, with common ideals and purposes, backed by more than 20 years of successful experience. The name "Youngs'" has come to stand for quality, fair dealing and reasonable prices. In addition, these markets profit by the buying power of wholesale meat, grocery and coffee departments and the influence which the latter exert indirectly upon the purchasing public.

It is easy to understand how such an organization has the edge over inde-

pendent stores. To build up such a business, however, requires long years of patient, fair dealing, much hard work and close observance of the rules of successful manufacturing and retailing.

#### STUDY OF RETAILER BUYING.

"Scattering of Retailer Purchases," by Howard C. Greer, Director of the Institute's Department of Organization and Accounting, is the title of a booklet recently issued by the Institute of American Meat Packers.

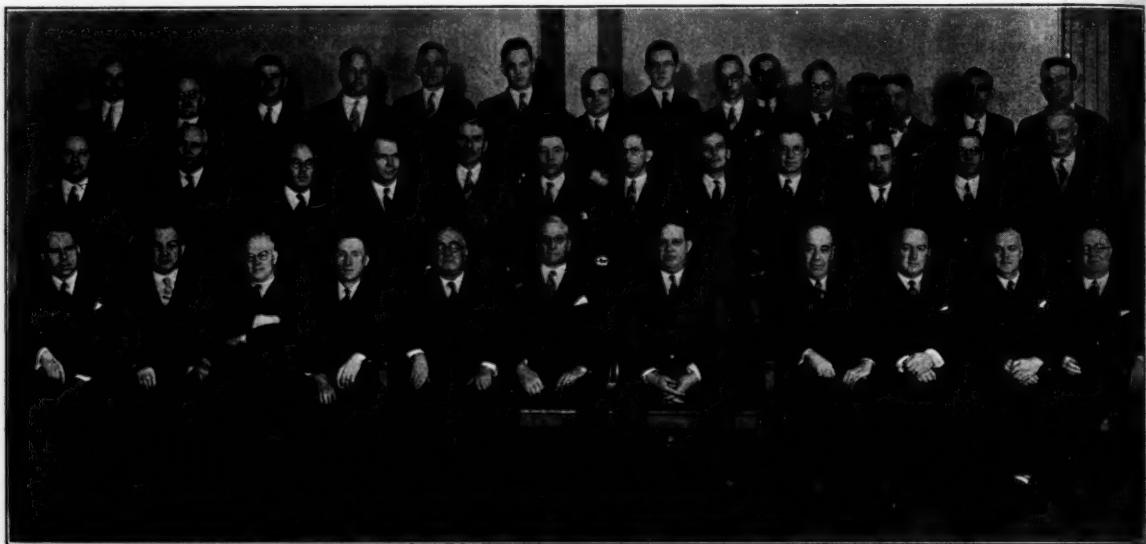
This booklet is the third of a series presenting the results of studies on the cost of distribution in the meat packing industry. The first of these bulletins, under the title "What Does It Cost to Sell and Deliver Your Product," was issued in August, 1928; the second, "The Cost of Handling Small Orders and Accounts," in January, 1929.

Concerning the booklet, the Institute bulletin issued to members states: "Member companies have manifested great interest in the problem of small

orders and small accounts. Further light is thrown on this question by a study of the scattering of retailer purchases which was recently made by Mr. Greer with the co-operation of Everett B. Wilson, Assistant Director of the Institute's Department of Public Relations and Trade."

#### TALKS ON PUBLIC RELATIONS.

The Institute of American Meat Packers recently issued a booklet entitled "Public Relations," which contains the talks given at the pre-convention meeting of the Institute's Public Relations Section held October 19 at Atlantic City. The booklet contains the following talks: "What Good Will Means to Industry," by Elisha Lee, vice-president, the Pennsylvania Railroad; "Meat for the Masses," by Dr. J. R. Mohler, Chief, Bureau of Animal Industry, U. S. Department of Agriculture; "The Legal Aspects of Public Relations," by Henry Veeder, Swift & Company.



PLANT SUPERINTENDENTS ADOPT "BETTER SERVICE" TO THE SALES DEPARTMENTS AS THEIR 1929 MOTTO.

At the recent general meeting of plant superintendents of Armour and Company, held in Chicago under the leadership of general superintendent Myrick D. Harding, these operating executives adopted as their slogan for the coming year "Better service to the car route, wholesale market and branch house departments and their customers."

"Service to the customer must be kept uppermost in mind," said general superintendent Harding, "because, after all, service is a large portion of what we have to sell. It is an item on which we can, if we will, excel all competition."

"Service includes," said he, "not only getting product to customers on time, and in good condition, but in a broader sense it includes all our ideas of quality."

Those in the picture: Front row left to right: H. J. Koenig, general superintendent's department; M. F. O'Meara, Supt. So. Omaha; W. B. McElroy, Supt. Kansas City; Chas. Eikel, Asst. Gen. Supt.; M. D. Harding, General Superintendent; W. C. White, General Manager all plants; A. E. Danielson, Asst. Gen. Supt.; J. J. Hayes, Asst. Gen. Supt.; H. G. Ellerd, personnel dept.; E. Innes, Supt. Chicago; G. T. McClean, Asst. Mgr. Chicago Plant.

Center row, left to right: S. J. Bell, general superintendent's department; G. B. Roberts, Supt. St. Joseph, Mo.; B. E. Campbell, branch house processing; G. M. Holbrook, F. C. Turner, R. S. Emmert, general superintendent's department; F. D. Green, Supt. New York; W. G. Howe, E. P. Murphy, general superintendent's department; F. P. Capera, Supt. Sioux City; M. J. McFall, Supt. St. Louis; J. L. Cahow, Supt. Indianapolis.

Back row, left to right: G. H. Damsel, I. N. Jordan, general superintendent's department; F. H. Good, Supt. Fargo N. Dak.; J. H. Boekhoff, Supt. St. Paul; W. J. Grace, Supt. Jersey City; C. E. Sheehy, mgrs. dept., St. Joseph; A. A. Lund, Mgr. Milwaukee plant; R. Maxson, Industrial Survey; W. S. Renfro, Supt. Ft. Worth; L. Barr, Safety First, Chicago; W. C. McGimpsey, T. J. Schaefer, general superintendent's department; G. T. Webster, Supt. Huron; W. F. McClellan, waste elimination, Chicago; C. W. Ashley, mgrs. dept., St. Louis.

—Photo courtesy of Armour Oval.

## Foreign Trade Relations

### How Institute Group Cared for Packers' Export Matters

How the Committee on Foreign Relations and Trade of the Institute of American Meat Packers, of which Charles E. Herrick is chairman, helps to safeguard the interests of exporting packers is described in the annual report of the Committee.

The matters considered by the Committee on Foreign Relations and Trade were many and varied, says the report. Ten meetings were held, several being joint meetings with the Committee on Traffic.

A great deal of the committee's time was devoted to negotiations with the Liverpool Provision Trade Association regarding revisions to the C. I. F. and F. O. B. trading rules, necessitated by the British regulation which barred the use of borax beginning with July 1, 1927.

#### Protection for Export Meats.

The enforcement of this regulation, in the Committee's opinion, made it necessary to provide for greater protection of the meats upon their arrival abroad, and the negotiations were devoted to amending the rules with this in mind.

Considerable interchange of correspondence has been necessary, but the committee is happy to report that at the present time the Liverpool Association and the committee differ only on one minor point. Copies of the revised rules will be furnished to all exporting members as soon as the negotiations are finally completed.

The committee conferred on a number of occasions with the Committee on Traffic in an advisory capacity regarding negotiations for reductions in inland and ocean freight rates for the year 1928, and is at present engaged in joint negotiations with the Committee on Traffic regarding the 1929 rates.

#### Foreign Trade in White Grease.

Throughout the year the committee continued to follow closely the foreign trade in white grease. As was brought out in the 1927 report of this committee, relatively large quantities of the inedible white grease exported from this country apparently are being rebranded as edible and sold for human consumption abroad, in competition with genuine American lard. Further information on this point appears in connection with a report of the Special Committee on White Grease.

The committee followed closely developments in connection with the Hague rules and, with the cooperation of the Institute's Washington office, on several occasions furnished information regarding the rules to other interested

organizations. There is every likelihood that a new bill regarding the Hague rules will be brought before the next session of Congress for final disposition.

Another matter in which the committee was particularly active was the proposal, known as the Cortina Proposal, which would limit cable code words to five letters and tend to increase cable rates. After several hearings had been held in Washington to develop the opinion of American cable users regarding this proposal, it became evident that American business was decidedly opposed to the proposal. The committee brought the facts to the attention of member companies in order that they might add their protests to those of other cable users.

The Cortina Proposal was brought up for further discussion by the International Telegraph Union on September 10 at Brussels. No announcement has yet been made of the final outcome of this conference.

#### Burdensome Foreign Regulations.

In several instances the committee requested the cooperation of appropriate departments of the U. S. government in connection with new and burdensome regulations passed by foreign countries regarding the admission of packinghouse products.

In many cases the foreign countries had stipulated that special consular visés or certificates of origin should be supplied with each shipment from this country, but following representations by our government, these regulations in

(Continued on page 50.)



CHARLES E. HERRICK.

Chairman, Committee on Foreign Relations and Trade, Institute of American Meat Packers.

## To Improve Hide Quality

### Work of Institute Committee Has Borne Good Results

Improvement in the quality of American hides is the principal aim of the Committee on Hides of the Institute of American Meat Packers, of which E. J. Madden is chairman. Through the cooperation of several other organizations, genuine progress was made during the past year as indicated in the annual report of the committee.

The major activities of the Committee on Hides for the past year have been directed toward the subjects of trimming hides, cattle grub control, elimination of waste caused by manure on hides, and studies to improve take-off of hides.

The committee has interested itself particularly in the elimination of wasteful practices in the hide business with a view to making the American product still better in the world market, and has devoted itself to improvement of the salability of American hides. The United States is dependent for from 30 to 40 per cent of its supply on importations from South America and other countries. Consequently our product must be of the best in order to meet our competitors adequately.

#### U. S. Hides on Quality Basis.

The committee has advocated the policy of continuing to offer American hides on a quality basis.

The committee negotiated at great length with the Hide Committee of the Tanners' Council of America during the year. Out of these deliberations came the suggestion—now established as a trade practice—that ears, snouts, and lower lips be removed from hides in a green state in packinghouses, the trimmings to be the property of the packers and hides to be sold on a trimmed basis, the value of trimmings for glue stock, or for tankage in the case of small production, to offset the expense of the trim.

Tanners agreed to accept billings on shipments of trimmed hides on a basis of having 4 per cent added to the net cured invoice weights by packers. This recommendation became effective July 1, 1928. The trim recommendations necessitated a change in the standard weight selections for hides.

These recommendations have already been published in the pages of THE NATIONAL PROVISIONER.

The committee has been, and is, studying the problem of reducing the amount of manure on hides. Although the studies had not been completed at the time the report was prepared, in-

(Continued on page 42.)

## Packers' Traffic Problems

Items under this head cover matters of general and particular interest to the meat and allied industries in connection with traffic and transportation problems, rate hearings and decisions, etc. Further information on these subjects may be obtained by writing to THE NATIONAL PROVISIONER, Old Colony Bldg., Chicago, Ill.

## Who Pays for Dead Cattle?

An Eastern packer received a shipment of re-actor cows, two of which were dead on arrival.

The railroad company refuses to make full payment for these cattle, claiming their death was due to their physical condition. This packer says:

Editor The National Provisioner:

We recently received a shipment containing some reactor cows. Two of these cows were dead on arrival and the railroad claim agent refused to meet our claim in full, but offers the usual 50 per cent settlement, saying that the railroad was not responsible for loss on this class of livestock.

Our plan is to press for payment in full. Are we not justified in doing so?

This is a typical case of confusion on the part of the claim agents. The carrier is fully liable for loss on this class of livestock, unless it can prove that the death of the animals was due to their condition, rather than to handling in transit.

The confusion could be cleared up through the following example:

A passenger, Jones, with a well-advanced case of tuberculosis, gets on a train at Chicago headed for Arizona. He hopes to prolong his life by living in that climate. Between Chicago and Kansas City the train is wrecked, and Jones has his neck broken and dies.

*No jury in the world would deny Jones' heirs a judgment against the railroad, merely because they showed his physical disability at the time he entrained.*

Carrying the comparison back to the livestock claim, these reactors were no different from other stock. If their death is chargeable to some incident of railroad transportation, indicative of negligence, the railway company is responsible in full.

In the case of Jones, for instance, if his death had occurred as the result of, let us say, violent hemorrhages directly attributable to his physical condition, the railroad company would not be responsible.

In the case of the reactors, if the railroad company could show the death to have been due to their physical condition—namely, death from tuberculosis and not from violence—the carrier would not be liable.

Packers who are not collecting their just due from the railroads on claims for livestock injured or killed in transit,

losses due to shrinkage, etc., are invited to write THE NATIONAL PROVISIONER, stating the facts in full.

Copies of the complete series of articles on "Livestock Shipping Losses" may be had on application to THE NATIONAL PROVISIONER, Old Colony Bldg., Chicago.

### GOBEL-DECKER COMBINATION.

Reports were current throughout the trade during the week, and published in Eastern newspapers, to the effect that Adolf Gobel, Inc., of New York, had acquired control of Jacob E. Decker & Sons, Mason City, Iowa, one of the "big four" Corn Belt packing concerns.

Denial was made in Iowa that there had been any merger, or that control would pass out of the hands of the Decker organization. It was stated that negotiations were pending for a merchandising arrangement between these two concerns, whereby the Iowa packers would obtain an excellent channel of distribution for their large volume of production through the big Gobel concern, with its splendidly-organized distributing outlets in the East. It was emphasized that there would be no change in name, control, management or personnel.

### NATHAN STRAUSS PROFITS.

At the recent annual meeting of the board of directors of Nathan Strauss, Inc., New York retailers, a statement was presented which showed that sales for the last six months of 1928 amounted to \$3,724,180.61; gross profit, \$1,123,822.48; profit before interest, amortization and federal taxes were deducted, \$185,350.18.

Gross business for 1928 showed an increase of \$1,400,000 over 1927, while the net profits showed an increase of 100 per cent over 1927, or a \$300,000 total for the year 1928, after all charges were deducted.

Nathan Strauss, Inc., have acquired three new locations—Woodmere, Long Island; 33 De Kalb Avenue, Brooklyn, and one in Morristown, N. J.

### PACKERS PENALIZE OILY HOGS.

Packers at Oklahoma City, Okla., have placed a differential of three cents a pound against soft and oily hogs. For some weeks the number of these hogs has been increasing, and it has been found necessary to take this step. The territory from which these hogs come extends across most of southern Oklahoma, where peanut cultivation has increased considerably in recent years.

### ALLIED PACKERS MERGER PLAN.

Success of the reorganization plan which involves the acquisition of the properties of Allied Packers, Inc., by Hygrade Food Products, is said to be virtually assured. Deposits of about 65 per cent of the bonds and debentures of Allied Packers, Inc., are reported to have been made so far, with others still being received.

## Chain Meat Stores

News and Views in This New Field of Meat Distribution.

### TO TAX CHAIN STORES.

New efforts have been made in both Iowa and North Carolina to secure legislation to tax chain stores. A bill has been introduced in the Iowa senate providing for the imposition of a tax of \$100 on each store operated by chains in excess of five. In North Carolina, where two or more stores are operated or maintained under the same general management, a newly introduced bill provides for a tax of \$50. The North Carolina supreme court recently declared legislation of this kind unconstitutional, and in Iowa a bill similar to that recently introduced was considered in one house of the 1927 legislature and not in the other.

### KROGER SALES IN 1928.

The 1928 sales of the Kroger Grocery and Baking Co. totaled \$207,372,550, compared with \$161,261,353 for 1927, an increase of 28 per cent. Total assets of the company as of December 31, 1928, are \$57,114,257, and net assets \$45,243,536. Good will is carried in the balance sheet at \$1.00.

Current assets of \$31,014,006 are about 3.1 times current liabilities, which amount to \$9,828,689. Working capital is listed at \$21,185,317.

On December 31, 1928, the company was operating 5,260 stores, of which 1,511 were new stores acquired or opened during the year. The company also acquired a majority of the common stock of the Piggly Wiggly Corporation during 1928 and now owns and operates 403 Piggly Wiggly stores.

### CHAIN STORE NOTES.

Increases in the sales of four large grocery chains in 1928 over the previous year range from 15 to 46 per cent. Sales of the Safeway Stores, Inc., totaling \$104,615,824 were 36.8 per cent larger than those of 1927. The National Tea Company's sales increased 46 per cent and totaled \$85,881,211. Sales of the D. Pender Grocery Co. totaled \$14,521,147, an increase of 15.2 per cent over 1927.

In Canada, the Pure Food Stores, Ltd., located in Montreal and Toronto, plan to add meat departments to their chain of 57 grocery stores. Ten stores in Montreal have been equipped to handle meat, and others are being rapidly converted.

The McLellan Stores Company has purchased a chain of 30 stores operating in Oklahoma, Kansas and Texas, known as the Reed Stores. These stores will come under the new management January 1, 1929, according to an announcement made by W. W. McLellan, president of the parent company. The acquisition will bring the total number of stores owned by the McLellan Company to 210, 180 of which are active.

February 9, 1929.

## THE NATIONAL PROVISIONER

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# THE NATIONAL Provisioner

Chicago and New York

Member

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OTTO V. SCHERENK, President.  
PAUL I. ALDRICH, Vice-President.  
OSCAR H. CILLIS, Sec. and Treas.

PAUL I. ALDRICH, *Editor and Manager*

## GENERAL OFFICES.

Old Colony Bldg., 407 So. Dearborn St.,  
CHICAGO, ILL.  
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## What Volume Is Profitable?

One meat packer boasted recently that he was manufacturing close to one hundred different varieties of sausage in his plant.

Some of these—particularly frankfurters, pork sausage and summer sausage—he sells in large volume. The remainder are sold here and there, a few pounds at a time.

This packer has a well-equipped sausage kitchen and can produce economically on those items on which his volume is large. He is not so sure about the other items. In fact, his net profits are not as large as they should be, considering the volume of business he does. He is beginning to suspect that he might be better off if he manufactured fewer items and confined his efforts to those he is sure he can produce and merchandise profitably.

There may be a reason for manufacturing a few items for which there is small sale. Sometimes these non-profitable items are good-will builders, and from this standpoint pay their way.

Others are unprofitable because they

are manufactured in such small volume that the cost per pound to produce is high, and because they are sold in such small volume that the cost of selling, collecting and account-keeping eat up any profit that might naturally be expected to remain.

It may flatter a man's vanity to be able to supply any item or specialty retailers ask for, but when considered from the cold dollars-and-cents standpoint there is often a different story to tell.

Which all comes back to the necessity of doing business for a profit, and knowing with certainty what it costs to manufacture and sell a product.



## Employe Cooperation

There is a wealth of good ideas in every meat packing plant—ideas on decreasing costs, increasing plant efficiency and bettering quality of products—which if brought out and put into practice would not only advance the particular plant in which the ideas originated but the industry in general.

The experience of the Institute of American Meat Packers with its prize idea contest is sufficient evidence that employes do give thought to their work, and that worth-while devices and processes do come from the ranks.

And why shouldn't they?

A man can hardly do a particular task day after day without giving some thought to it and having some ideas about it. To him some things are perfectly obvious that may never have occurred to the one who is responsible for results.

How can the meat packer induce his employes to do more thinking along this line, and to submit to him such ideas and suggestions as may come to them?

By making it profitable for them. By giving them to understand that they will be rewarded for each idea or suggestion of value submitted and that the compensation will be in keeping with the worth of the improvement.

One meat packing plant, which has advanced to a state of efficiency in its processing operations equaled by few other plants in the industry, does not hesitate to give considerable credit to its employes for their ideas. This is an example worth following.

## Interpret the Hog Report

A hog supply in 1929 considerably smaller than that of 1928 is indicated in the recent agricultural outlook report issued by the U. S. Department of Agriculture.

This, with some improvement in foreign demand for American pork products and no material change in domestic consumption, is believed by the department to indicate that higher hog prices will occur during the current year.

It will be recalled that in the early months of 1928 the markets were literally flooded with hogs, corn being short in the eastern part of the Corn Belt and more plentiful west of the Mississippi River. This year hog receipts have been heavy since the first of October, the winter packing season really beginning three to four weeks earlier than usual.

Even though hog supplies begin to drop off, packers should not lose sight of the fact that they have in their coolers the equivalent of many hogs that were marketed a year ago as late as March and April. The heavier storage stocks make lighter hog supplies desirable.

*This outlook report is valuable to the packing industry provided it is properly interpreted. The danger is in its being taken too literally, resulting in loss to the industry.*

Should hog prices show a material increase, it is a question whether the export outlet would be as favorable as it has promised at product prices which have been prevailing. It is also a question whether domestic consumption would remain at its present level should product move to considerably higher levels.

With little decline in hog receipts live prices have been climbing, and are around 10c at Chicago. This means that hog product, including fat for lard, carries a valuation of around 14c a pound before any processing is done. Only hams, square cut and seedless bellies and loins are now above that price. All other product is below.

Are packers watching how their hogs are cutting out? Are they being influenced more than is warranted by the outlook report?

# Practical Points for the Trade

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## Vienna Style Sausage

Vienna style sausage has proved to be a money maker for a good many packers and sausage makers. It is made in varying grades and may be sold direct, wrapped or packaged or packed in cans.

A Western manufacturer asks how to make this product. He says:

Editor The National Provisioner:

Can you give me some formulas for making Vienna style sausage? Also methods of manufacturing this product? I would like to know all about how to make it.

There are a number of different meat and spice formulas used in the manufacture of Vienna style sausage. The formula may be varied considerably, depending on the quality of sausage to be manufactured and the price at which it can be sold.

Three different formulas are given here. One formula is as follows:

### Formula No. 1.

#### Meats—

60 lbs. fresh beef chuck or bull meat  
20 lbs. fresh pork cheek meat  
20 lbs. fresh regular pork trimmings.

#### Seasoning—

3 lbs. salt  
6 oz. ground white pepper  
2 oz. nitrate of soda or salt peter  
2 oz. ground coriander  
1 oz. ground nutmeg or mace  
8 oz. granulated sugar.

The use of cereal in this formula is optional.

### Formula No. 2.

Another formula consists of:

#### Meats—

70 lbs. boneless bullmeat or chuck  
30 lbs. reasonably lean pork trimmings.

#### Seasoning—

3 lbs. salt (if all the meat is fresh)  
½ lb. sugar (if meat is fresh)  
3 oz. salt peter or nitrate of soda  
(if all fresh meat is used)  
6 oz. ground white pepper  
2 oz. pimentos  
1½ oz. ground nutmeg  
½ oz. peeled garlic

The boneless bullmeat or boneless chuck should be trimmed free from gristle or blood clots. The regular pork trimmings must be at least 65 per cent lean and 35 per cent fat. They should be carefully inspected, and all blood clots, pulp, gristle, etc., should be thoroughly removed.

### Formula No. 3.

The following formula is for a less expensive grade of Vienna style sausage:

#### Meats—

50 lbs. beef cheek meat  
20 lbs. beef tripe  
10 lbs. beef weasand meat  
20 lbs. pork cheek meat

#### Seasonings—

3 lbs. salt (if meat is all fresh)  
8 oz. sugar (when fresh meat is used)  
3 oz. nitrate soda (if no cured meats are included)  
8 oz. white pepper  
2 oz. ground nutmeg  
2 oz. coriander  
¼ oz. peeled garlic.

This product is stuffed in either medium or narrow sheep casings. In some sections it is stuffed in hog casings. Sheep casings are linked off 5 in. in length and hog casings 4 in. in length.

**Grinding and mixing.**—Grind the beef chuck or bull meat or other beef product through the ½ in. plate, and the pork trimmings or other pork meat through the 1 in. plate of the hasher.

After weighing off the proper proportion of beef, put it in the silent cutter and chop about 2 minutes, gradually adding crushed ice to keep meats cool while chopping. Add pork cheeks and chop about 1 minute additional; then

## Making Dry Sausage

It is only recently that these delicious products have been made to any great extent in this country. Special air conditioning apparatus is needed, as definitely controlled temperatures and humidities are essential, especially in the hanging room.

A recent illustrated article in THE NATIONAL PROVISIONER discussed operating conditions, temperatures and humidities needed to make dry sausage. It followed the product from the stuffing bench clear through to the sales end in a most complete fashion.

Reprints of this article may be had by filling out and mailing the following coupon, together with 5c in stamps.

Editor The National Provisioner,  
Old Colony Bldg., Chicago, Ill.  
Please send me your reprint on  
"Making Dry Sausage."

I am not a subscriber to THE NATIONAL PROVISIONER.

Name .....

Street .....

City ..... State .....

5c in stamps enclosed.

the pork trimmings and seasoning, and chop all together 5 minutes more.

The man operating the chopping machine must use judgment in the use of all the crushed ice that meats will absorb, but must not use an excessive quantity. In formulas where all meat and no meat offal is used, it should be possible to incorporate about 40 per cent crushed ice. The ice is necessary to get the consistency and quality desired in the chopping process.

After the meats are thoroughly chopped, take to mixer and mix for about 3 minutes so that the seasoning will be evenly distributed throughout the meat.

**Stuffing.**—Whether stuffed in sheep or hog casings, the casing should be stuffed to full capacity and punctuated while stuffing, to prevent air pockets showing in the finished product. Sheep casings are linked off about 5 in. and hog casings about 4 in. in length.

Scrap meat and casings should not be mixed together on the stuffing bench. The scrap meat must be handled promptly and mixed with the meat stock in the truck. For this reason there must be no scrap casings mixed with it. Do not allow the scrap meat to remain on the stuffing bench so long that it will deteriorate.

Be sure that the sausage is linked uniformly.

**Cooling.**—When the product is stuffed and hung on the truck, it is ready to be taken to the cooler, which is held at a temperature of 36 to 40 degs. F. Carefully spread the sausage on trucks, trolleys or hanging sections, and allow it to hang in the cooler over night, so that the meat will cure in the casings and develop a much better and more lasting color on the finished product.

**Smoking.**—Then move the sausage from the cooler to the smokehouse, and carefully spread it in the smokehouse so that the pieces do not touch each other. Smoke with either dry hard wood or hardwood sawdust and gas.

Hang the product in the smokehouse at a temperature of 115 to 120 degs. F. for about 30 minutes, or until the casings are thoroughly dry. Then gradually raise the temperatures of the smokehouse to 160 to 170 degs. F. for about 1½ hours, or until the proper color is obtained.

When the product is smoked, avoid delays between the smokehouse and cooking vat. This is especially desirable when the product is stuffed in sheep casings, as they are susceptible

to draft and will shrivel or wrinkle, which is objectionable.

**Cooking.**—Then cook for about 5 to 7 minutes—depending on the size of the casing—at a temperature of 165 to 170 degs. As soon as the product is removed from the cooking vat, spray it with cold water for about 5 minutes, or until it is well cooled. This is to prevent shriveling.

**Cooling.**—It is advisable to hang in natural temperature for from 2 to 3 hours, where there is no draft, to allow the product to chill and develop color.

Then put in the cooler at a temperature of 45 to 50 degs. for further chilling before packing. Product must not be packed warm, as it is likely to slime and mould.

## Better Tankage Results

A Southern packer is not entirely satisfied with the analysis his tankage shows. He says:

Editor The National Provisioner:

We are enclosing herewith our latest analysis on tankage. We feel that this tankage should tell a different story, despite the fact that we do not have modern equipment and are using a steam sterilizer furnished by ordinary steam pressure cooking tanks, supplied with product first through the peck hasher and then through steam cooking.

Will you please comment on this?

This packer's tankage shows the following analysis:

Moisture	12.44 per cent
Total phosphoric acid	7.05
equiv. to bone phosph. phate of lime	15.42
Fat	11.98
Crude fiber	6.79
Nitrogen	7.58
Ammonia	9.22

The moisture shown by this analysis is high. It should not run over 8 to 10 per cent. When the moisture is reduced, this will automatically bring up the ammonia percentage.

A grease content of 11.98 per cent is rather high. It should be possible to reduce this as much as 3 per cent. The inquirer does not state whether or not he uses a press. If he has a hydraulic press, this reduction of 3 per cent should be possible.

The crude fiber content is large. If it contains such material as straw, rope, rags, etc., this should be avoided. It would seem that much of the crude fiber content could be screened out when the tankage is ground.

If this high content is not due to material such as mentioned, then it must be that the raw product is going to the tank dirty. It may be that it is not properly washed, although the use of a peck hasher would seem to overcome this trouble. It might be well for this inquirer to see if the condition of the product going to the tanks could be improved.

The high crude fiber content probably accounts for the low ammonia shown by the analysis. The only other thing that would lower the ammonia content would be the phosphoric acid, but this shows only 7.05 per cent. The low phosphoric acid content would indicate a higher ammonia content.

With these exceptions this inquirer's product is about of average quality. Perhaps a little supervision will increase its quality materially.

## Who Named "Corned" Beef?

A subscriber in the Northwest writes to inquire regarding the name "corned" beef. He says:

Editor The National Provisioner:

Please inform me how and why the name "corned" beef was given to this product.

The word "corned," when used in connection with beef, is a good English word meaning "preserved in coarse salt; pickled." The dictionary gives two spellings for the word: "Corned" and "Cornd," and two pronunciations—"kernd," with a long "e," and "cornd," with a long "o." This latter definition is the one in common use.

"Corned beef," therefore, means literally beef that has been preserved or cured in coarse salt or in a pickle. In common use the term applies to the meat cured by a more elaborate process.

If any reader has other information on the origin and use of this word, The National Provisioner will be glad to receive it.

## How's Your Tank House?

Don't let inedible offal lie around the plant for hours before it goes to the tank.

If you do the place will smell to "high heaven."

Cook everything promptly.

Where the plant is small and accumulation slow, arrange the kill so that offal can get to the tank in a reasonable length of time.

Don't think, just because you don't notice the smell around your plant, that no one else does.

The tank house can give the whole plant a bad name if improperly operated.

Keep the plant cleaned up all the time. Then adopt modern means to overcome unpleasant odors unavoidable in processing.

## Operating Pointers

For the Superintendent, the Engineer, and the Master Mechanic

### OIL IN THE PACKINGHOUSE.

By W. F. Schaphorst, M.E.

Exhaust steam is valuable in the packing industry for heating, cleaning, and cooking food products. Therefore, it is important that the condensate be as clean as possible.

Therefore packers prefer a cylinder lubricating oil that adheres to the metallic walls of the cylinder and does its duty as a lubricant rather than going along with the exhaust steam and contaminating the condensate and the products. It is evident that such a lubricant is highly desirable.

Packers appreciate the fact that if they can cut down the amount of cylinder lubricant to one-half or one-fourth of present consumption there will then be only one-half or one-fourth as much oil to be separated from the water.

Important advances have been made recently in all fields of lubrication. It is as urgent and economical that the proper lubricant be used in steam engine cylinders as everywhere else. Worth-while savings can be effected in the cost of lubricants, in the cost of upkeep, and in the cost of power.

For example, I have in mind a cylinder oil that cuts oil costs in half and that does not cause the packer nearly as much trouble as ordinary oils because it stays where it belongs—on the parts being lubricated.

I have in mind another oil—not a cylinder oil—which is used on bearings. It is much superior to ordinary oils because it does not run off the bearings. It also stays where it belongs and does not drip.

While these things may sound inconsequential to some packers, yet, year in and year out, they are surprisingly worth while and important.

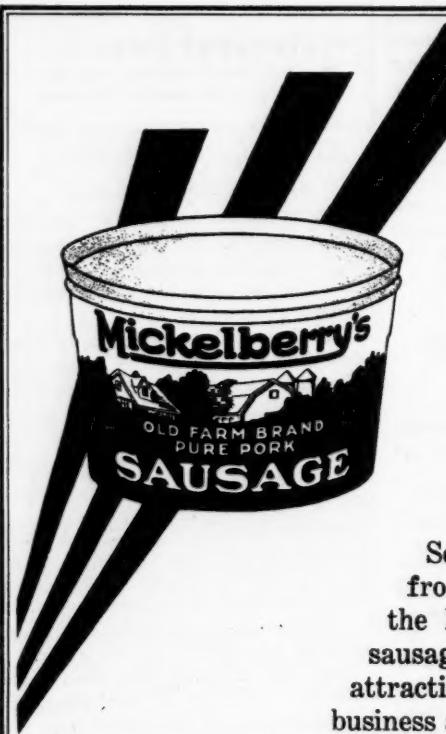
### FEDERAL LARD SPECIFICATION.

New government specifications for lard substitutes, to supersede those issued as of March 1, 1926, have been issued by the Federal Specifications Board under date of January 25. These specifications, which become mandatory for the army, navy and marine corps on April 25, are known as specification No. 603B, covering the following three types:

Type A—A product prepared without oleostearin.

Type B—A product prepared with not less than 15 per cent of oleostearin.

Type C—A product prepared with not less than 20 per cent of oleostearin.



**Mickelberry's**  
OLD FARM BRAND  
PURE PORK  
**SAUSAGE**

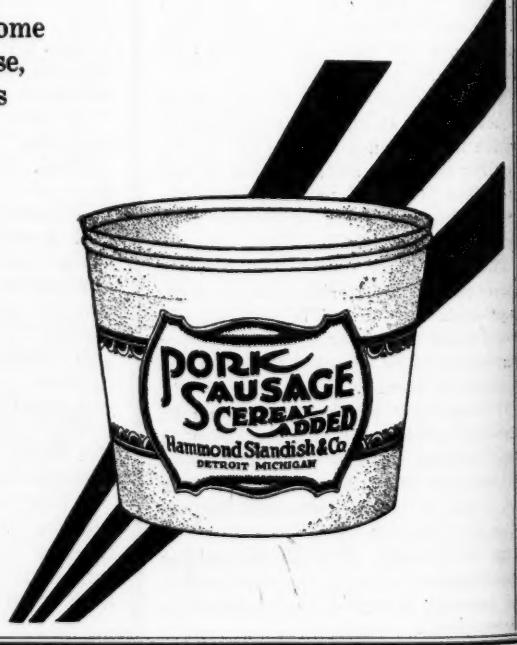
## Attractive Packages mean bigger sales volume

Your package should be sufficiently attractive to command attention, hold interest and cause a sale. Anything short of these specifications lessens the value of the package as a builder of sales volume.

Scores of representative packers know from long experience the important part the KLEEN KUP plays in the sale of sausage meat and chili con carne. The attractiveness of this package forces new business and overcomes the problem of repeat sales.

Almost twenty years experience in furnishing packages to the meat industry certainly qualifies us to co-operate with you in creating a package that will compel added attention and bigger sales volume for your sausage meat and chili con carne.

We will send samples and suggest some forceful color ideas for your exclusive use, if you will tell us your requirements. Sizes to ten pounds.



**PORK SAUSAGE CEREAL ADDED**  
Hammond Standish & Co.  
DETROIT, MICHIGAN

**KLEEN KUP**

*The Package That  
Sells Its Contents*

**Mono Service Co.**  
NEWARK, NEW JERSEY



# A Page for the Packer Salesman

## Better Sales Efficiency Needed Under the Coming New Order of Meat Merchandising

Are you giving any thought to the new order of merchandising in the meat industry, Mr. Salesman?

Are you making any plans to meet the conditions that are bound to come, and that will effect you in one way or another, depending on the manner in which you prepare yourself to cope with them?

One salesman foresees more meat sold by fewer salesmen when the better merchandising plan gets under way, and he gives his reasons for his belief. He writes:

Editor THE NATIONAL PROVISIONER:

The fact that there is so much talk these days about better merchandising is evidence that there is need for it. And if there is need for it we may be very sure we will have it.

What effect will better merchandising have on accepted sales methods and, of more immediate importance, how will it effect the meat salesmen?

Under the new scheme of things there will, I believe, be fewer meat salesmen. These will produce more and better business than the greater number are now producing. Advertising, publicity and better sales and merchandising methods will see to this. But it will take better men than the average to make the grade.

Under the conditions that seem to be rapidly approaching, brands, trademarks and quality will be the key factors.

It will be a battle of advertising and publicity to build good will for branded products and win customer acceptance of them. And, except for the larger meat packing concerns, it means, I believe, a drawing in of territorial lines.

The merchandising—including advertising and publicity—that is to come will be intensive. Half-hearted and spasmodic methods will accomplish little. The battle is very liable to be won by the one who gets on the ground first with the heaviest guns.

The concern that would gain ground or even hold its own must be as aggressive as the others in the territory. This means that it must make as good a showing as its competitors. It cannot do this if it tries to cover too much territory and spread its effort out too thinly. Therefore, the one remaining thing for it to do is to choose an extent



of sales territory it can merchandise efficiently.

And if a meat plant contracts its territory, as I believe many of them will under the new conditions, it means either one of two things—either the territory of each salesman will be made smaller or fewer salesmen will be used. In any event, it seems reasonable to believe, greater results will be expected.

This is but one condition the meat salesman may have to face as a result of the new order of things which is bound to come and which may not be in the very far-distant future.

How he can prepare best for the situation each salesman must figure out for himself. One thing seems to be certain: If he has any desire to keep his job he had better prepare for it in some way, shape or manner.

Yours very truly,  
PACKER SALESMAN.

### WHAT ARE YOU WORKING FOR?

It pays the salesman to be on his toes—providing he is reaching for something!

Everyone should have a goal toward which to strive. And this should be set high enough. Even though one never is able to reach it, he will get further because of the incentive to spur him on.

### Thoughts for Salesmen and Sales Managers

The house that cannot sell its first-class product to first-class trade has no excuse for existence.

The packer whose selling force can only sell his good brands at "grave-digger" prices is even worse off!—E. P.

### Tips for Your Trade

#### COUNTER DISPLAY CARTONS.

In many of the attractive packages in which meat products are now packed there is a sales value of which many retailers are not taking full advantage.

This applies particularly to the counter display cartons for bacon, sausage, lard and ready-to-serve specialties. Most of these are attractive in appearance and have been designed by specialists to sell their contents. But to serve this purpose they must be put in a place where customers will see them.

Some retailers lose the value of the counter display package by removing the contents and throwing the carton away. They do not have room on their counters, they claim, for the many such packages they now receive. When they do this they throw away a sales value that may amount to many extra pounds of meat in the course of each day.

One retailer who loses no opportunity to increase his volume, and who overlooks no possibilities toward this end, uses the counter display cartons in the following manner:

He does not crowd his counters and other locations where meats can be displayed. He believes that too much display may be just as bad as not enough. When he receives a shipment of bacon, sausage or other meats packed in display cartons, he does not attempt to pile all of the boxes on the counter or in some other conspicuous place. Rather, he puts but a few of the cartons on display at any one time, and the rest in the show case or in the cooler. And, as a rule, two boxes of the same meat will not be placed together. He believes more value is received when the cartons are scattered rather than bunched.

Counter display cartons are designed to increase meat consumption. They are valuable to the packer, to the retailer and to the salesmen. When you find one of your customers is not taking full advantage of them, call his attention to the fact that he is passing up sales possibilities, and show him how to use the cartons to get the most out of them.

This applies also to meats wrapped and marketed in transparent wrapping and carrying the name of the product and the brand or trademark of the packer who produced them. Piling packaged meats in the show case in such a manner that the reading matter is covered up or is not readable is poor business.

## Meat and Lard Stocks

Stocks of meat and lard in storage on January 31 at the seven principal markets of the country showed large increases during the month and are considerably larger than those on hand at the same time a year ago.

Meat stocks at 309,784,988 lbs. are nearly 90,000,000 lbs. larger and total lard stocks at 92,141,436 lbs. are more than 44,000,000 lbs. heavier.

During the winter packing season to January 26, the number of hogs packed at the principal slaughtering centers of the country total 10,001,700 compared with 9,480,000, an increase of 521,700 head. This increase over the slaughter during the 1927-28 season to this date accounts in full for the increase in meat stocks.

The increase in lard stocks is relatively higher. The quality of hogs coming to market for some weeks has been good but they are showing considerable fat. The problem of profitable lard disposition remains with the industry.

Stocks of meat and lard at Chicago, Kansas City, Omaha, St. Louis, East St. Louis, St. Joseph and Milwaukee, on January 31, 1929, with comparisons, as especially compiled by THE NATIONAL PROVISIONER, are reported as follows:

Jan. 31,	Dec. 31,	Jan. 31,
1928,	1928,	1928,
Total S.P. meats	206,839,030	164,837,172
Tot. S.P. meats	80,147,215	60,030,861
Tot. all meats	306,784,988	243,810,168
P.S. lard	75,227,943	35,429,423
Other lard	16,913,493	12,543,195
Total lard	92,141,436	47,972,618
S.P. reg. hams	71,304,249	61,104,149
S.P. sknd. hams	44,534,381	36,347,706
S.P. bellies	59,333,929	46,815,748
S.P. picnics	24,062,597	19,801,720
D.S. bellies	62,139,144	48,914,079
D.S. fat backs	13,514,799	9,006,415

**CANNED MEAT EXPORTS.**

Domestic exports of canned meats from the United States during November, 1928, according to the U. S. Bureau of Foreign and Domestic Commerce, were as follows:

Beef, 131,650 lbs., valued at \$41,865; Pork, 594,617 lbs., valued at \$221,814. Sausage, 235,080 lbs., valued at \$89,098. Other canned meats, 185,969 lbs., valued at \$51,288. Total canned meats, 1,147,316 lbs., valued at \$404,065.

Shipments of canned meats from this country to non-contiguous territory during this month were as follows:

Alaska — Beef, 9,789 lbs., \$2,799 value; sausage, 2,213 lbs., \$727 value.

Hawaii — Beef, 8,145 lbs., \$1,699 value; pork, 4,653 lbs., \$1,652 value; sausage, 114,344 lbs., \$5,625 value; other canned meats, 6,725 lbs., \$2,272 value.

Porto Rico — Beef, 3,140 lbs., \$628 value; pork, 4,040 lbs., \$748 value; sausage, 68,781 lbs., \$9,981 value; other canned meats, 6,071 lbs., \$737 value.

## MEAT AND FAT EXPORTS.

Exports of meats and fats during December, 1928, and for the 12 months ended with December, with comparisons for the same periods last year, are given by the U. S. Department of Commerce as follows:

	DECEMBER.	
	1928.	1927.
Total meats and meat products, lbs.	33,011,342	29,685,509
Value	\$ 5,509,720	5,237,255
Total animal oils and fats, lbs.	70,786,791	92,156,938
Value	\$ 9,702,218	11,535,890
Beef and veal, fresh, lbs.	104,811	267,472
Value	\$ 33,487	53,076
Beef, pickled, etc., lbs.	695,980	490,856
Value	\$ 86,253	66,427
Pork, fresh, lbs.	1,020,320	867,241
Value	\$ 181,189	137,405
Wiltshire sides, lbs.	39,084	177,817
Value	\$ 6,457	23,004
Cumberland sides, lbs.	546,491	595,688
Value	\$ 90,061	86,411
Hams and shoulders, lbs.	9,045,171	8,761,363
Value	\$ 1,881,721	1,755,186
Bacon, lbs.	9,346,095	9,593,177
Value	\$ 1,332,340	1,420,783
Pickled pork, lbs.	1,930,786	1,970,423
Value	\$ 354,263	296,719
Oleo oil, lbs.	4,432,650	3,314,937
Value	\$ 722,714	892,576
Lard, lbs.	62,835,241	86,357,697
Value	\$ 8,502,190	10,854,222
Neutral lard, lbs.	1,769,477	1,170,826
Value	\$ 265,351	151,824
Lard compounds, animal fats, lbs.	507,231	385,085
Value	\$ 68,873	49,631
Margarine of animal or vegetable fats, lbs.	52,627	32,198
Value	\$ 8,820	6,868
Cottonseed oil, lbs.	8,302,960	8,318,986
Value	\$ 744,589	392,661
Lard compounds, vegetable fats, lbs.	295,000	724,916
Value	\$ 47,072	85,053

## TWELVE MONTHS ENDED DECEMBER.

	1928.	1927.
Total meats and meat products, lbs.	388,771,343	398,325,081
Value	\$ 71,011,200	67,721,789
Total animal oils and fats, lbs.	814,435,031	965,481,554
Value	\$ 108,388,088	112,512,336
Beef and veal, fresh, lbs.	1,737,742	2,061,664
Value	\$ 343,781	442,073
Beef, pickled, etc., lbs.	14,867,242	9,386,599
Value	\$ 1,626,151	1,175,095
Pork, fresh, lbs.	8,000,058	11,412,601
Value	\$ 1,505,323	1,773,671
Wiltshire sides, lbs.	652,954	931,112
Value	\$ 140,169	140,169
Cumberland sides, lbs.	8,804,533	5,611,740
Value	\$ 1,632,769	896,268
Hams and shoulders, lbs.	12,613,240	124,148,631
Value	\$ 25,319,563	30,305,970
Bacon, lbs.	105,649,020	117,686,967
Value	\$ 16,884,137	16,806,807
Pickled pork, lbs.	29,270,940	33,402,029
Value	\$ 4,174,701	4,732,755
Oleo oil, lbs.	78,770,070	62,779,381
Value	\$ 9,589,363	8,280,861
Lard, lbs.	681,302,778	759,722,195
Value	\$ 92,034,613	98,700,663
Neutral lard, lbs.	20,396,671	23,749,830
Value	\$ 3,003,462	3,225,117
Lard compounds, animal fats, lbs.	8,988,286	4,713,368
Value	\$ 1,084,350	613,219
Margarine of animal or vegetable fats, lbs.	795,765	644,565
Value	\$ 128,791	107,064
Cottonseed oil, lbs.	67,981,717	51,702,246
Value	\$ 5,937,557	4,656,726
Lard compounds, vegetable fats, lbs.	5,431,387	5,680,959
Value	\$ 714,598	759,569

## MEAT EXPORTS FROM CANADA.

Exports of domestic livestock and meats from Canada to the United States during December, 1928, showed heavy decreases from shipments in the same month last year. The movement of hogs was almost 100 per cent less; of cattle, 66 per cent less; calves, 32 per cent less; sheep, 86 per cent. Bacon exports dropped off 38 per cent and pork, 87 per cent, and beef, 63 per cent. Mutton exports also were less by 17 per cent.

Export shipments from Canada to this country for December, 1928, compared with the same month in 1927, as

reported by the Dominion Live Stock Branch, were as follows:

	Dec., 1928.	Dec., 1927.
Cattle, to U. S.	7,021	23,210
Cattle, total export	7,057	23,482
Calves, to U. S.	2,027	3,875
Calves, total export	2,027	3,888
Hogs, to U. S.	34	61,110
Hogs, total export	124	62,220
Sheep, to U. S.	163	1,171
Sheep, total export	219	1,388
Beef, to U. S.	2,267,000	6,169,000
Beef, total export	2,425,200	6,546,000
Bacon, to U. S.	261,000	422,500
Bacon, total export	3,211,400	4,765,200
Pork, to U. S.	129,600	1,004,200
Pork, total export	445,800	1,427,200
Mutton, to U. S.	117,200	294,000
Mutton, total export	145,800	324,400

## CANADIAN EXPORTS TO U. S.

Shipments of livestock and meat from Canada to the United States for the entire twelve months of the past year, 1928, in general were considerably less than for the previous year, according to figures compiled by the Dominion Live Stock Branch. Hog exports dropped off 89 per cent from the previous period; sheep, 43 per cent; cattle 18 per cent; and calves, 3 per cent. Approximately 52 per cent less pork was shipped to this country from Canada in 1928 than in 1927; 49 per cent less mutton; 16 per cent less bacon; and 13 per cent less beef.

	12 mos., 1928.	12 mos., 1927.
Cattle, to U. S.	166,460	204,330
Cattle, total export	169,276	216,200
Calves, to U. S.	75,885	78,900
Calves, total export	76,152	79,000
Hogs, to U. S.	20,661	194,661
Hogs, total export	23,263	197,100
Sheep, to U. S.	10,518	18,500
Sheep, total export	11,506	20,100
Beef, to U. S., lbs.	44,698,700	51,473,400
Beef, total export, lbs.	47,136,700	56,741,000
Bacon, to U. S., lbs.	3,480,200	4,162,500
Bacon, total export, lbs.	41,339,200	58,011,000
Pork, to U. S., lbs.	7,393,100	15,523,500
Pork, total export, lbs.	11,014,800	24,569,000
Mutton, to U. S., lbs.	837,400	1,559,000
Mutton, total export, lbs.	1,127,800	1,889,300

## BRITISH MEAT IMPORTS.

Imports of bacon and lard into the United Kingdom during 1928 continued to show steady increases over preceding years, the total import of both commodities for the past year exceeding the aggregate for both 1927 and 1926. Imports of ham, while below the 1926 total, were substantially greater than the total ham import in 1927. Imports of bacon, hams and lard into the United Kingdom for the years 1928, 1927 and 1926, by countries, as reported by the Liverpool Provision Trade Association were as follows:

	1928, lbs.	1927, lbs.	1926, lbs.
United States	60,227,328	71,841,056	133,195,000
Sweden	49,399,392	53,072,432	28,946,178
Denmark	601,148,240	570,167,920	407,735,000
Netherlands	118,245,680	88,235,552	60,375,370
Irish Free State	62,122,592	50,409,120	49,621,100
Canada	34,361,040	56,345,408	67,428,465
Other Countries	64,310,736	58,818,928	51,361,622
Total	989,815,006	940,980,416	836,783,188

	HAMS:
United States	85,081,360
Canada	12,920,544
Other Countries	8,436,912

	Total
	106,437,968

	LARD:
TONS:	102,605
United States	102,695
Other Countries	18,670

	Total
	122,365

	LARD SUBSTITUTES:
TONS	3,571

	TONS
	3,946

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Dec.	1927.
23,218	
23,482	
3,873	
3,888	
6,115	
6,225	
1,171	
1,388	
1,004,288	
1,427,300	
294,888	
324,668	

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51,473,400	
50,741,888	
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12 28,946,170	
20 407,886,570	
32 60,375,570	
28 48,621,180	
08 97,428,440	
28 51,961,620	

16 836,788,180	
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48 112,040,584	
70 18,224,182	
12 5,566,422	
38 133,861,180	
44 93,884	
44 93,884	
08 18,122	
52 112,712	
44 3,487	

# Provision and Lard Markets

## WEEKLY REVIEW

**Hog Run Larger—Market Steady—Futures Weak—Hedge Pressure Feature—Support Limited—Cash Trade Fairly Good.**

The situation in hog products the past week showed no particular change. The market displayed a weak under-tone most of the time. Lard, particularly, was heavy, the market being under constant pressure from packers and warehousemen largely in the way of hedging, while support was limited to realizing and scale-down commission house absorption. Liquidation was in evidence at times, with discouraged longs letting go. The market was affected to some extent by the steadily increasing lard stocks.

The firmness in cotton oil led to some buying in the western lard markets, but failed to have any particular effect. There was buying of lard against sales of oil, but not in a way sufficient to influence lard values. The hog run was somewhat larger, comparatively, than of late. This made for an easier hog market despite the fact that the weather continued rather cold and unsettled over the West and Northwest.

Export interest in the market was said to be moderate, but the outward movement continued on a good scale. During the week considerable of the buying of lard was credited to eastern account, but those at the seaboard friendly to the market found it more or less difficult to explain the action of prices.

### Export Interest Not Large.

Export interest, it was said, was not large, and the liberal outward movement was partly against old orders and partly consignment. Nevertheless, the detailed exports for the week ended January 26 showed total exports of 13,319,000 lbs. of lard, compared with 14,434,000 lbs. the same time the previous year.

Total exports, January 1 to January 26, have been 69,754,000 lbs., compared with 53,203,000 lbs. the same time a year ago. Of the exports during the week, 5,274,000 lbs. went to Germany, 4,871,000 lbs. to the United Kingdom, 1,415,000 lbs. to other European destinations, 470,000 lbs. to the Netherlands, 261,000 lbs. to Cuba, and 1,028,000 lbs. to other countries.

Again it was evident that the recent Government report on the number of hogs in the country, while bullishy construed, would not be a market factor for some little time to come. The belief that the winter run was over was shattered to some extent, but nevertheless there is a more or less confident feeling that hog products at the present level are in a position where consumption will continue to run comparatively heavy. In some quarters, it was stated, packers are adverse at this time to any particular advance owing to the good consuming trade passing.

The average price of hogs at Chicago on Monday was 9.90c, compared with 9.70c a week ago and 7.95c a year

ago. The average price during the week, however, dropped to 9.65c.

### Lard Exports Smaller.

The exports of lard for the week ending February 2nd were placed at 11,163,000 lbs. as follows:

	Pork.	Lard.	Meats.
	Brls.	Lbs.	Lbs.
Liverpool	.....	1,811,000	1,451,000
London	.....	1,026,000	297,000
Glasgow	.....	439,000	273,000
Bristol	.....	115,000	105,000
Other English ports	.....	930,000	120,000
Antwerp	.....	456,000	58,000
Germany	15	2,053,000	188,000
Holland	.....	196,000	.....
France	30	124,000	.....
Other Cont. ports	45	2,234,000	1,317,000
Elsewhere	133	879,000	60,000
Total	.....	225 11,163,000	3,860,000

All in all, there was little new in the general situation. With speculative interest on one side and packers and warehousemen on the other, an irregular market for the immediate future was looked for. While the cotton oil market showed a tendency to discount the smaller available supplies of edible fats for the balance of this year, the same was not true in the lard market, although the impression did prevail that lard will continue to experience a good consumptive demand and that ultimately prices must reflect the smaller number of hogs in the country and the strength in the corn market.

**PORK**—The market at New York was steady. Demand was quiet and mess was quoted at \$30.50; family, \$34.00@35.00; fat backs, \$30.00@31.00. At Chicago, mess was quotable at \$30.00.

**LARD**—Demand was fair, but the market irregular with prime western, New York, quoted at 12.30@12.40c; middle western, 12.10@12.20c; city, 11 1/4c; refined continent, 12 1/2c; South America, 13 1/4c; Brazil kegs, 14 1/4c; compound, car lots, 12 1/2c; less than caras, 12 1/4c.

At Chicago, regular lard in round lots was quoted at 17 1/2c under March; loose lard, 115 under March; leaf lard, 13 1/2c under March.

**BEEF**—Demand was fairly good and the market firm in the East, with mess quoted at \$25.00; packet, \$26.00@27.00; family, \$28.00@30.00; extra India mess, \$44.00@46.00; No. 1 canned corn beef, \$3.10; No. 2, 6 lbs. South America, \$16.75; pickled tongues, \$75.00@80.00 per barrel.

See page 41 for later markets.

### MEAT IMPORTS AT NEW YORK.

Imports of meats and meat products received at the port of New York for the week ended Feb. 2, 1929:

Point of origin	Commodity	Amount.
Canada—Frozen pork butts	.....	20,756 lbs.
Canada—Smoked bacon	.....	76 lbs.
Canada—Frozen beef tongues	.....	20,446 lbs.
Cuba—Quarters of beef	.....	324
Denmark—Liver paste in tins	.....	1,112 lbs.
England—Bouillon cubes	.....	575 lbs.
Germany—Sausage	.....	2,407 lbs.
Germany—Smoked sausage	.....	334 lbs.
Germany—Smoked ham and bacon	.....	5,154 lbs.
Germany—Prepared pork	.....	55 lbs.
Germany—Ox-mouth in tins	.....	158 lbs.
Italy—Sausage	.....	2,885 lbs.
Uruguay—Oleo stock	.....	22,000 lbs.

### BRITISH PROVISION CABLE

(Special Cable to The National Provisioner.)

Liverpool, February 7, 1929.

General provision market extremely dull. Hams and picnics, no demand; spot prices declining. Square shoulders and lard very poor.

Today's prices are as follows: Liverpool shoulders, square, 68s; hams, American cut, 90s; hams, long cut, 98s; Cumberland cut, 78s; short backs, 83s; bellies, clear, 78s; Canadian, 84s; spot lard, 59s 4 1/2d.

### EUROPEAN PROVISION CABLES.

The market at Hamburg remains about the same, according to cable advices to the U. S. Department of Commerce. Receipts of lard for the week were 2,257 metric tons. Arrivals of hogs at 20 of Germany's most important markets were 98,000, at a top Berlin price of 18.03c a pound, compared with 115,000, at 13.83c a pound for the same week last year.

The Rotterdam market was dull for all animal fats because of a decrease in prices of vegetable oils.

The market at Liverpool remains about the same. The market for American bacon was improving and prices were steady. Hams and lard were in slow demand.

The total of pigs bought in Ireland for bacon curing was 22,000 for the week, compared with 22,000 for the same period last year.

The estimated slaughter of Danish hogs for the week ended February 1, 1929, was 78,000.

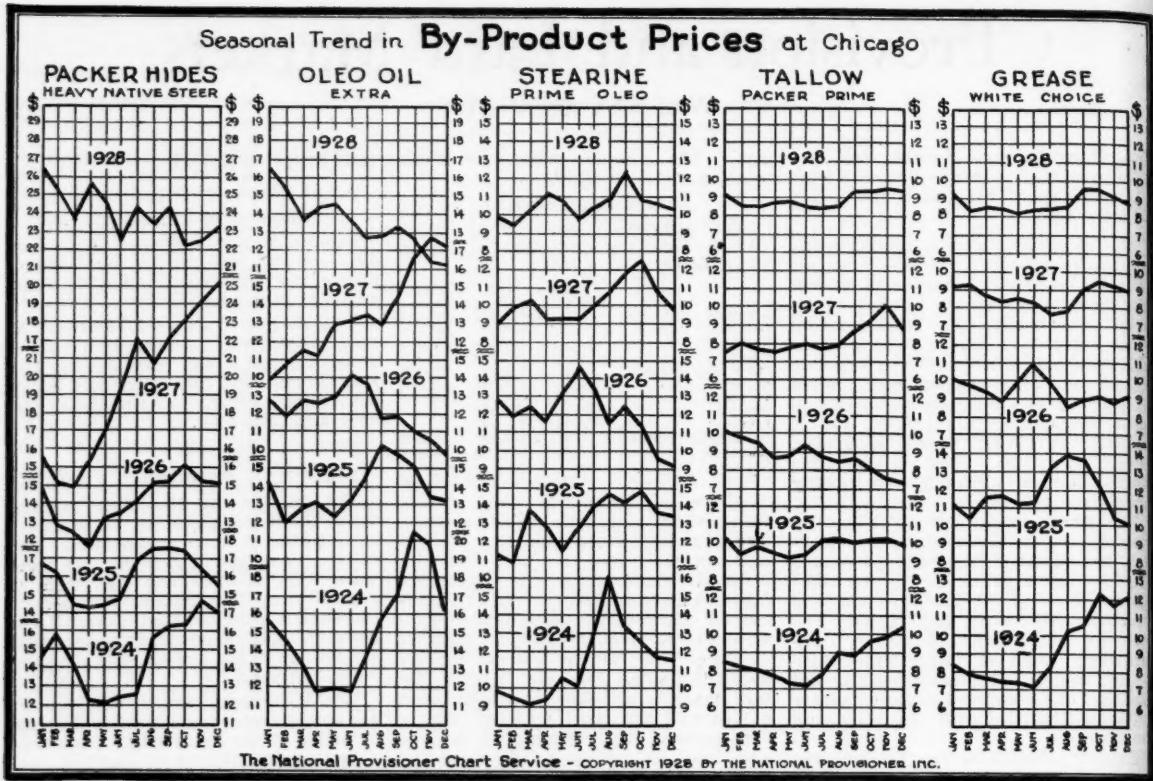
### JANUARY HOG RECEIPTS.

Hog receipts at Chicago during January were among the largest for that month in a half century. The total receipts at the 11 principal markets, however, were 123,000 less than in January, 1928. At these 11 markets, receipts totaled 3,362,000, compared with 3,485,000 last January. At Chicago, receipts of 1,088,488 compared with 1,068,268 in January of last year.

At Omaha, receipts totaled 357,500 head, compared with 348,456 in January, 1928. Kansas City received 246,042, compared with 204,702 last year; Milwaukee, 177,398, compared with 101,677 in January, 1928; and slaughterers at St. Louis totaled 321,171, compared with 417,708 last January.

The average weight of hogs at Chicago was 230 lbs., against 229 lbs. last January. At St. Louis the average weight was 232 1/2 lbs., compared with 230 lbs. last January. At Omaha the hogs averaged 237 lbs. or 10 lbs. lighter than the same time last year, and at Kansas City the average weight was 222 lbs., compared with 225 lbs. in January a year ago.

Hog packing at 18 large western slaughtering centers during the winter packing season to date totals 10,001,700, compared with 9,480,000 during the same period a year ago.



This chart in THE NATIONAL PROVISIONER MARKET SERVICE series shows the trend of by-products prices during 1928 compared with those of earlier years.

**Hides.**—Heavy native steer hides experienced sharply fluctuating price levels throughout 1928, with a generally downward trend. Prices of the year showed very little relation to those of the earlier years. Beginning with the highest peace time price level, which was reached at the close of 1927, the price trend moved sharply lower during the first three months of the year. An upward trend was witnessed in May, with prices dropping an average of 3 to 4c during the following two months. The lowest point of the year came in October, from which an average increase of practically 1c a pound was recorded by the end of the year.

**Oleo Oil.**—Oleo oil prices during 1928 moved in inverse ratio to those of 1927. During the earlier year prices fluctuated upward throughout the twelve months, the year closing practically 8c higher than it opened. In 1928 the year closed 6c to 7c lower than it opened.

**Oleo Stearine.**—Prime oleo stearine, on the other hand, experienced some fluctuation during the year, but at generally higher levels, the year closing at a slightly higher point than it had opened. Prices generally were higher than during the previous year, but lower than in the three preceding years.

**Tallow.**—Prime packers tallow held fairly steady throughout the year, the final four months registering the highest prices throughout the 12-months' period.

**Grease.**—Prices of choice white grease fluctuated only within a range of 1½c on the average throughout the year. The export outlet for this product has become somewhat more limited, but in spite of this the general price level has held well, comparing favorably with 1927 but being well below the 1925 and 1926 averages.

#### CHEMICALS AND SOAP SUPPLIES. (Special Report to The National Provisioner.)

New York, February 5, 1929.

Extra tallow, f.o.b. seller's plant, 9½@9¾c lb.; Manila cocoanut oil, tanks New York, 8¾c lb.; Manila cocoanut

oil, tanks, coast, 7%@8c lb.; Cochin cocoanut oil, barrels New York, 10%@10½c lb.

P. S. Y. cottonseed oil, barrels New York, 12@12½c lb.; crude corn oil, barrels New York, 10½c lb.; olive oil foots, barrels New York, 10%@11c lb.; 5 percent yellow olive oil, barrels New York, \$1.30@1.35 gal.

Crude soya bean oil, barrels New York, 12½c lb.; palm kernel oil, barrels New York, 9¾c lb.; red oil, barrels New York, 10½@11c lb.; Niger palm oil, casks New York, 8½@8¾c lb.; Lagos palm oil, casks New York, 9¾c lb.; glycerine (soaplye), 7½c lb.

#### NOVEMBER BY-PRODUCTS YIELDS.

The estimated yield and production of by-products from slaughters under federal inspection during November, 1928, are reported, with comparisons, by the U. S. Department of Agriculture as follows:

Class	Average wt. per animal		Per cent of live weight		Production		Per cent Nov. 1928, is of avg.
	Lbs.	Lbs.	Pct.	Pct.	Lbs.	Lbs.	
Edible beef fat <sup>1</sup>	36.41	31.78	3.85	3.37	313,544	26,576	25,221
Edible beef offal	29.41	30.15	3.11	3.19	253,153	24,451	22,768
Cattle hides	63.37	60.50	6.70	6.41	550,060	57,993	56,503
Edible calf fat <sup>1</sup>	1.38	1.42	0.78	0.76	6,562	577	594
Edible calf offal	6.70	7.25	3.79	3.86	31,681	2,683	2,702
Lard <sup>2</sup>	35.02	31.90	15.33	14.26	1,677,211	125,929	110,525
Edible hog offal	6.70	7.22	2.93	2.23	321,808	24,394	23,855
Pork trimmings	13.00	12.23	5.69	5.47	626,192	51,134	52,330
Inedible hog grease <sup>3</sup>	2.74	2.47	1.20	1.10	131,735	10,945	9,110
Edible sheep fat <sup>1</sup>	2.07	2.06	2.51	2.52	27,576	2,079	2,244
Edible sheep offal	2.05	2.07	2.49	2.53	27,407	1,860	2,244
							2,457

<sup>1</sup>Unrendered. <sup>2</sup>Rendered.

# Tallow and Grease Markets

## WEEKLY REVIEW

**TALLOW**—The situation in tallow continued very strong the past week. While the last official sales of extra at New York were at 9½c f.o.b., bids have been in the market at 9¾c. Some in the trade reported sales at 9½c f.o.b. It was generally admitted that the 9¾c stuff had been cleaned up and that producers were holding strongly for 9½c. The quantity of supplies on the market did not appear large, and it was said that producers are in a well sold up position. Conditions in competing quarters, particularly on oil, were strong.

At New York, special loose was quoted at 9¾c; extra, 9½c@9¾c; edible, 9¾c@10c. At Chicago, no particular activity was in evidence, but the market had a firm appearance. Offerings were light and producers reported closely sold up. At Chicago, edible was quoted 9¾c@10c; fancy, 9¾c; prime packer, 9½c; No. 1, 9¾c@10c; No. 2, 8¾c.

There was no tallow auction at London this week. At Liverpool, Australian tallow was steady. Choice was quoted at 42s 6d; good mixed, 40s 3d.

**STEARINE**—The market was moderately active and very firm. There was a good demand in evidence. Oleo at New York sold at 11¾c but offerings were limited. The market was later quoted at 11¾c@12c. At Chicago, trade was rather quiet, but the market was very steady, with oleo quoted at 11¾c.

**OLEO OIL**—The market was steady but quiet. Extra New York was quoted at 11¾c@11¾c; medium, 11c; lower grades, 10½c. At Chicago, the market was quiet and steady, with extra quoted at 11¾c.

**LARD OIL**—The market was steady in the East but demand was moderate, raw materials being firm and having some influence. At New York, edible was quoted at 15½c; extra winter, 13¾c; extra, 13c; extra No. 1, 12¾c; No. 1, 12½c; No. 2, 12¾c.

**NEATSFOOT OIL**—The market was firm with strength in raw materials, but demand was only fair. At New York, pure was quoted at 15c; extra, 13c; No. 1, 12¾c; cold test, 19c.

**GREASES**—The market for grease in the East was quite strong with a fairly good demand. Offerings were limited and held strongly, as producers are well sold up and the situation in competing quarters very firm. The advance in tallow and palm oils attracted attention, but consumers were reluctant to follow the market upwards for supplies. Sentiment was rather bullish in most quarters, and expectations of still better levels were spoken of.

At New York, choice yellow and house were quoted at 8%@8¾c; superior house, 9@9¾c; A. white, 9%@9¾c; B. white, 8%@9¾c; choice white, 9%@10½c nominal.

At Chicago there was very little activity in the grease market, but the sit-

uation was very steady. Offerings were light due to the closely sold-up position of the market. A good demand for medium and low grade stock was reported. At Chicago, brown was quoted at 8¾c; yellow, 8¾@8¾c; B. white, 9c; A. white, 9¾c; choice white, 9¾c.

## By-Products Markets

Chicago, Feb. 7, 1929.

### Blood.

Blood continues quiet. Some inquiry, but no sales reported. Market nominally \$4.75, Midwest production points.

### Unit Ammonia.

Ground and unground ..... @ \$4.75

### Digester Hog Tankage Materials.

Market for digester tankage raw materials inactive, trading light to dull. High grade listed at \$4.75 to \$5.00 & 10c, Middle West, nominal.

### Unit Ammonia.

Ground, 11½@12% ammonia ..... \$4.75@5.00 & 10  
Unground, 11½ to 12% ammonia ..... 4.75@5.00 & 10  
Ground, 6 to 8% ammonia ..... 4.50@4.75 & 10  
Unground, 6 to 8% ammonia ..... 4.25@4.50 & 10

### Fertilizer Materials.

Mild inquiry for fertilizer materials, normal for this season at \$4.00 & 10c, Chicago, for high grade 10 per cent.

### Unit Ammonia.

High grd. ground, 10% am. .... \$4.75@5.00 & 10  
Lower grd., and ungr., 0-9% am. .... 4.00@4.10 & 10  
Hoof meal ..... 3.75@4.00  
Hoof tankage, low grd., per ton 24.00@25.00  
Bone stick ..... 3.75@4.00

### Bone Meals.

No comment to make on market for bone meals, most buyers being sold well ahead.

### Per Ton.

Bone meal ..... \$50.00@55.00  
Steam, ground ..... 26.00@29.00  
Steam, unground ..... 26.00@28.00

### Cracklings.

Cracklings in general steady at \$1.00 to \$1.05 per protein unit for hard pressed expeller, although one sale reported recently below this figure.

### Per Ton.

Hard pressed and exp. unground, per unit, protein ..... 1.00@1.05  
Soft prd. pork, ac. grease & quality ..... 85.00@90.00  
Soft prd. beef, ac. grease & quality ..... 50.00@55.00

### Gelatine and Glue Stocks.

Moderate interest in glue stocks. Hide trimmings average \$30 to \$33, account a larger proportion of high grade stock. Some packer bones bought at \$41, delivered Chicago.

### Per Ton.

Kip and calf stock ..... 40.00@42.00  
Hide trimmings ..... 30.00@33.00  
Horn pits ..... 40.00@42.00  
Cattle Jaws, skulls and knuckles ..... 40.00@42.00  
Skins, pizzles ..... 31.00@33.00  
Pig skin scrapes and trim., per lb. ..... @50

### Horns, Bones and Hoofs.

No change in horns, bones and hoofs from standing condition; buyers contracted well ahead.

### Per Ton.

Horns, according to grade ..... \$50.00@100.00  
Mfg. shin bones ..... 55.00@120.00  
Cattle hoofs ..... 45.00@47.00  
Junk bones ..... 27.00@28.00

(Note—Foregoing prices are for mixed carloads of unassorted materials, indicated above.)

### Animal Hair.

Market for animal hair steady to quiet. Price level nominal, no trading reported.

Cow and field dried ..... 3.00@3.25c  
Processed grey, summer, per lb. ..... 4.00@5.00c  
Processed grey, winter ..... 6.00@7.00c  
Cattle switches, each ..... 4.00@5.00c

\*According to count.

### EASTERN FERTILIZER MARKETS.

(Special Report to The National Provisioner.)

New York, Feb. 7, 1929.

The market in both fertilizer and feeding materials is rather inactive although a little more interest is being shown by fertilizer buyers for carload lots of material for quick shipment. Ground dried blood is offered at \$4.40, New York, which was about the price at which the last sale was made. South American, for February and March shipment from South America, is offered at \$4.70, c.i.f., with counter-bids solicited.

Local ground tankage is offered a little more freely at \$4.75 and 10c, while the South American is had at around \$5.00 and 10c, c.i.f., for February shipment from South America. South American cracklings sold at about \$1.00 per unit, c.i.f., U. S. ports, in bulk, with further quantities offered at this figure. Domestic cracklings, about 50@55 per cent, have been selling around \$1.05, delivered certain points, and the inquiries for this material are rather limited.

No great interest is being shown by buyers in either sulphate of ammonia or nitrates of soda, and the prices remain about the same.

### LARD AND GREASE EXPORTS.

Exports of lard from New York, February 1, 1929, to February 6, 1929, 8,360,405 lbs.; tallow, none; grease, 664,000 lbs.; stearine, none.

Exports of lard from New York, January 1, 1929, to January 30, 1929, 50,646,318 lbs.; tallow, none; grease, 1,086,000 lbs.; stearine, none.

**THE KENTUCKY CHEMICAL MFG. CO., Inc.**  
COVINGTON, KY. Opposite Cincinnati, Ohio

**Buyers of Beef and Pork Cracklings**

**Both Soft and Hard Pressed**

## Cottonseed Products Census

Establishments engaged primarily in the manufacture of cottonseed products during the 1926-1927 season reported a total output valued at \$275,650,510, according to data collected at the biennial census of manufacturers taken in 1928 by the U. S. Department of Commerce.

This census embraces only establishments with total products valued at more than \$5,000, which are engaged primarily in the manufacture of cottonseed oil, cake and meal, hulls, linters, and mottes and grabbots. It does not include establishments which crush cottonseed and refine the oil but which are classified, on the basis of their major products, in other industries such as "fertilizers," "lard compounds and other lard substitutes," etc.

In addition to the data collected at the biennial census of manufacturers, the Bureau of Census compiles monthly data on cottonseed received, crushed, and on hand, and on cottonseed products manufactured, shipped out, and on hand, in accordance with the requirements of the act of congress approved August 7, 1916. As the monthly canvass is not confined to establishments of any specific size, the monthly reports include data for all establishments (regardless of industry classification or value of products) engaged in crushing cottonseed and refining cottonseed oil.

According to data collected in the monthly canvass, 570 oil mills (against 546 classified in the "cottonseed products" industry) crushed a total of 6,305,775 tons of cottonseed during the 1926-1927 season.

The total output of cottonseed products (exclusive of refined cottonseed oil) was made up as follows: Crude oil, 1,887,910,155 lbs., valued at \$142,242,000; cake and meal, 2,840,084 tons, valued at \$72,476,000; hulls, 1,854,389 tons, valued at \$8,882,000; linters, 1,041,864 running bales, valued at \$16,684,000; hull fiber, 101,677 bales of 500 lbs., valued at \$1,057,438; mottes and grabbots, 44,748 bales, valued at \$332,146.

Most of the refined cottonseed oil is produced by establishments in industries other than "cottonseed products." The total production for the 1926-1927

season was 1,656,478,187 lbs., of which only 339,565,680 lbs., valued at \$32,231,837, was produced in the "cottonseed products" industry.

Of the 546 establishments classified in the latter industry which reported for 1927, 174 were located in Texas, 54 in Georgia, 53 in North Carolina, 45 in Oklahoma, 44 in Mississippi, 41 in South Carolina, 35 in Alabama, 30 in Arkansas, 22 in Louisiana, 21 in Tennessee, 10 in California, 6 in Arizona, and the remaining 11 in Florida, Illinois, Kentucky, Missouri, New Mexico and Virginia.

Statistics for the 1926-1927 season are summarized in following tables:

### SUMMARY FOR THE INDUSTRY.

	Lbs.	Value
Number of establishments	546	
Wage earners (average for the year) <sup>1</sup>	18,384	
Wages <sup>2</sup>	\$14,219,815	
Cost of materials, mill supplies, containers for products, fuel, and purchased power, total <sup>2</sup>	\$219,406,063	
Materials, supplies and containers	\$212,842,064	
Fuel and power	\$6,535,000	
Products, total value <sup>2</sup>	\$275,650,510	
Crude cottonseed products	\$223,376,277	
All other products <sup>3</sup>	\$43,274,233	
Value added by manufacture <sup>4</sup>	\$56,154,447	
Horsepower	200,000	

<sup>1</sup>Not including salaried employees.

<sup>2</sup>The amount of manufacturers' profits cannot be calculated from the census figures, no data being collected in regard to a number of items of expense, such as interest on investment, rent, depreciation, taxes, insurance and advertising.

<sup>3</sup>Includes refined cottonseed oil, \$39,565,680 lbs., valued at \$32,231,837; soap stock, \$8,274,005 lbs., \$1,831,330; fertilizers, 67,332 tons, \$1,820,173; stock feed, 12,914 tons, \$215,718; receipts for cotton ginning, \$2,110,304.

<sup>4</sup>Value of products less cost of materials, mill supplies, containers for products, fuel and purchased power.

### CRUDE COTTONSEED PRODUCTS, BY QUANTITY AND VALUE.

	High.	Low.	Close.	Feb. 2.	Close.
February	49.50	48.25	48.25	49.25	49.10-49.45
March	50.00	49.25	49.25	49.45-49.50	49.55-49.70
May	50.60	49.75	50.00-50.25	50.00-50.25	
October	40.65	39.05	40.25-40.00	39.95-39.25	

Crude cottonseed products made in 570 oil mills, all industries, aggregate

value \$241,673,584

Made in the "cottonseed products" industry, value \$232,376,277

Cottonseed products of other industries and of establishments with output

value at less than \$5,000, value \$8,297,307

Crude oil, lbs. 1,887,910,155

Value \$142,242,000

Cake and meal, tons 2,840,084

Value \$72,476,000

Hulls, tons 1,854,389

Value \$8,882,000

Linters, running bales 1,041,864

Value \$16,684,000

Hull fiber, bales (500 lbs.) 101,677

Value \$1,057,438

Mottes and grabbots, bales (500 lbs.) 44,748

Value \$332,146

### MEMPHIS SEED AND MEAL MARKETS.

(Special Letter to The National Provisioner.)

Memphis, Tenn., Feb. 4.—Future trading in cottonseed and cottonseed meal under special trading rules of the Memphis Merchants' Exchange has been in force since January 15, and the volume of trading and the general interest throughout the country in this trading plan has been surprising even to the most optimistic Memphis traders.

This is really not unexpected, however, since the value of cottonseed is a matter of vital importance to the South, and of course the value of cottonseed meal is of interest throughout the entire country.

Operations in the past week have developed the fact that people in all parts of the country are interested in the market values as represented by transactions on this exchange, and the demand for quotations is general. Brokers' orders are being received from almost every direction, and visitors

during the past week have represented practically all important Southern industries.

The members of the Memphis Exchange Clearing Association under these conditions are necessarily optimistic, but are giving serious consideration to every problem, with a view of making necessary adjustments in their rules which will result in these contracts meeting the fair requirements of both buyers and sellers.

The Clearing House committee at present is estimating the average yields of cottonseed at figures below, and opposite are the present spot values of these products:

	Lbs.	Value
Oil	330	9 1/2¢
Meal	825	43.00
Hulls	595	10.00
Lint	150	5¢
Loss	100	

The above as related to the value of cottonseed of course includes milling cost and a mill profit.

Cottonseed values on the Memphis Merchants Exchange made their high on Monday of last week, but with only slight reactions declined through Friday's market, making a low for the week, but finished on Saturday with an upward trend. There was considerable buying interest in October at from \$40.00 to \$40.50 per ton.

Sales for the week, 4,500 tons.

Range of prices on prime cottonseed for the week ending Feb. 2, 1929, per ton:

	High.	Low.	Close.	Feb. 2.	Close.
February	49.50	48.25	48.25	49.25-49.25	49.10-49.45
March	50.00	49.25	49.25	49.25-49.50	49.55-49.70
May	50.60	49.75	50.00-50.25	50.00-50.25	
October	40.65	39.05	40.25-40.00	39.95-39.25	

Cottonseed meal was easy to weak in trading on the Memphis Merchants' Exchange future market for the past week, making the high on Monday, the low on Friday, and closing Saturday with a slightly upward tendency. The week was featured by a continuance of hedge sales and completion of January liquidation. February deliveries, it is rumored, will be heavy. Spot sales are reported by dealers as very discouraging and the decline has apparently not improved this. Locals still inclined to the selling side. Sales, 5,200. Range of prices for the week on prime 41 per cent cottonseed meal, per ton:

	High.	Low.	Close.	Feb. 2.	Close.
February	44.50	42.85	43.00-43.35	44.55-44.65	
March	45.25	43.50	43.75-43.85	45.20-45.30	
May	45.90	44.25	44.45-44.60	45.50-45.55	
October	39.00	37.75	38.00-38.25	38.75-39.00	

### SHORTENING AND OIL PRICES.

(Special Wire to The National Provisioner.)

Memphis, Tenn., Feb. 6.—The Shortening and Oil Division of the Interstate Cottonseed Crushers' Association reports the following quotations established on February 6, 1929:

Shortening—tierce basis.  
Northern States, East of Rocky Mts. 12 1/4-13 1/2¢  
Southern States, East of Rocky Mts. 12 1/4-13 1/2¢  
Pacific Coast States 13 1/4-13 1/2¢

Salad Oil.  
Northern States, East of Rocky Mts. 12 1/4-13 1/2¢  
Southern States, East of Rocky Mts. 12 1/4-13 1/2¢  
Pacific Coast (Port Cities) 12 1/4-13 1/2¢

Cooking Oil—White.  
Northern States, East of Rocky Mts. 12 1/4-13 1/2¢  
Southern States, East of Rocky Mts. 11 1/2-12 1/2¢  
Pacific Coast (Port Cities) 12 1/4-13 1/2¢

Cooking Oil—Yellow.  
4¢ less than White.

**The Blanton Company**  
ST. LOUIS  
Refiners of  
**VEGETABLE OILS**  
Manufacturers of  
**SHORTENING**  
**MARGARINE**

# Vegetable Oil Markets

## WEEKLY REVIEW

Trade Larger—Prices at New Highs—Crude Tight—Cash Oil Strong—Lard Weakness Ignored—Cash Trade Fair—Professional Sentiment Bullish.

A decided broadening in trade and a bulge to new season's highs was the outstanding feature in cotton oil on the New York Produce Exchange the past week. The strong conditions existing within the market itself led to buying of a general outside character, and although the market was called upon at times to absorb large realizing and selling, a strong undertone continued. A good part of the buying was by the professional element who, in the main, were operating on the constructive side.

At times there was selling on weaker outside markets, particularly lard and cotton, but there was a noticeable disposition among cash interests and traders here to pay little or no attention to the lard price developments. Refiners' brokers were on both sides, but appeared to have bought on balance. Some of the refiners were buying March and selling the futures, while other refiners' brokers sold the late months on a scale upward.

There was some selling of oil against purchases of lard, but, except for technical setbacks brought about by pit conditions, the advance was rather easily attained. On the declines, buying power was broader and support in evidence.

### Oil May Top Lard Value.

There was much talk around the ring of higher values later in the season, and an indication of the sentiment prevailing here was a belief expressed by some that, should the supposed increased tariff rates on imported oils go into effect, they will put cotton oil above lard values and keep them there for some time to come.

Tightness in the crude oil market was

a prominent factor. Southeastern offerings at 9 1/4c were cleaned up, and later bids at that figure failed to dislodge any oil. In the Valley, crude sold at 9c, with that figure bid; while in Texas, bids of 8 1/4c did not bring out any oil to speak of.

The nearby futures deliveries here were relatively cheap compared with crude oil, and this served to make for relative firmness in the March delivery at times. The feeling prevailed that there are quite large hedge sales in the March delivery, which sooner or later must be lifted or transferred to the later deliveries.

While the volume of cash business the past week was moderate, the cash

situation was strong. Compound recently was advanced 1/4c to 12 1/2c, car lots, here and the firmness in the stearine market was said to have been the result of a good compound trade. Deliveries against old orders were said to be going ahead at a good pace and the general impression in cash circles was that oil consumption is still running ahead of the same time last year, notwithstanding the lard heaviness.

Expectations continue in evidence for a favorable January consumption report. Estimates on distribution last month ranged from 300,000 to 325,000 bbls. compared with 270,000 bbls. the same time last year, while some feel that February consumption, judging from the present outlook, will run better than the same time a year ago.

There was more or less discussion of the smaller quantity of lard and oil in sight for the present year, with the oil visible moderately smaller than a year ago, and the outlook for reduced lard production owing to the smaller number of hogs in the country. In fact, there were several strong features within the market which have stimulated speculative anticipation, and talk of 12c July oil was heard around the ring. The tariff developments are being watched closely, with a feeling that increased rates are a certainty as an effort to farm aid.

### Expect Lard Improvement.

Some of those recently bullish and sold out, looked upon the advance as a little rapid in view of the possible lard competition, while others were inclined to look upon the buying as of the eleventh hour class. With the visible stocks in strong hands, however, and no pressure of actual oil anywhere on the market, and with possibilities of improvement in lard values some time in the future, those operating on the destructive side felt that they had the better of the argument even though values were at the season's best levels.

Again the past week, there were private estimates current pointing to a possible increase of 1 to 2 per cent in the cotton acreage, but even this had little or no effect, as it will be several weeks before the new crop begins to cut much figure on the market.

### SOUTHERN MARKETS

(Special Wire to The National Provisioner.)

#### New Orleans.

New Orleans, La., Feb. 6, 1929.—Cotton oil has been remarkably steady throughout the week, notwithstanding easier corn and lard. Strong underlying features exist in prospects for large January consumption, to be announced next week, and the proposed upward revision in the tariff on imported oils and fats. Then, too, spots are tightly held. Crude firm at 9c, Texas 9 1/4c, Valley; tendency higher. Bleachable, 10 1/4c, loose, New Orleans. Demand widespread and active.

#### Memphis.

(Special Wire to The National Provisioner.)

Memphis, Tenn., Feb. 7, 1929.—Crude oil, 9 1/4c, Valley mills holding for higher prices; loose cottonseed hulls, \$9.75; 41 per cent meal, \$45.00, f.o.b. Memphis.

#### Dallas.

(Special Wire to The National Provisioner.)

Dallas, Tex., Feb. 7, 1929.—Prime cottonseed, West Texas, \$34.00; Dallas territory, \$45.00; snaps and bollies, West Texas, \$30.00. Prime crude oil, 8 1/8c; 43 per cent cake and meal, f.o.b. Dallas, \$43.00; hulls, \$10.00; mill run linters, \$4.50c. Cloudy and rainy weather; market dull.

# ASPEGREN & CO., Inc.

PRODUCE EXCHANGE BLDG.

BROKERS

NEW YORK CITY

REFINED

COTTON SEED OIL

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TO BUY OR SELL PRIME SUMMER YELLOW COTTON SEED OIL ON  
THE NEW YORK PRODUCE EXCHANGE FOR SPOT OR FUTURE DELIVERY

## Re-Sale Value

New Orleans Cotton Seed Oil quotations more correctly reflect the real value of spot oil and are constantly governed by the fluctuations in refined and crude oil values. The value of the contract to buyer and seller is calculable to a degree which leaves no latitude for manipulation.

The high quality of oil tenderable on contract, central delivery point, bulk delivery, an indemnity bond guaranteeing weight, grade and quality at time of delivery, transit privileges and other economic advantages and stabilizing influences—all give the New Orleans Cotton Oil Contract a definite re-sale value.

**New Orleans Cotton Exchange  
Trade Extension Committee**

## The Procter & Gamble Co.

*Refiners of all Grades of*

### COTTONSEED OIL

PURITAN, Winter Pressed Salad Oil  
BOREAS, Prime Winter Yellow  
VENUS, Prime Summer White  
STERLING, Prime Summer Yellow  
WHITE CLOVER Cooking Oil  
MARIGOLD Cooking Oil  
JERSEY Butter Oil  
MOONSTAR Cocoanut Oil  
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**ALL VEGETABLE OILS**  
In Barrels or Tanks  
**COTTON OIL FUTURES**  
On the New York Produce Exchange

COTTONSEED OIL—Market transactions:

**Friday, Feb. 1, 1929.**

	—Range—	—Closing—
	Sales. High Low.	Bid Asked.
Spot	1040	a 1100
Feb.	1040	a 1100
Mar.	4000 1063	1059 1062 a ...
Apr.	1060	a 1075
May	1000 1076	1074 1072 a 1074
June	1075	a 1095
July	2700 1097	1092 1092 a ...
Aug.	1100	a 1110
Sept.	1105	a 1115
Total sales, including switches, 7,700 bbls. P. crude S. E. 9c bid.		

**Saturday, Feb. 2, 1929.**

Spot	1045	a 1100
Feb.	100 1050	1050 1050 a ...
Mar.	300 1067	1065 1067 a ...
Apr.	1065	a 1075
May	600 1077	1075 1075 a ...
June	1080	a 1095
July	2300 1097	1095 1095 a ...
Aug.	1100	a 1110
Sept.	100 1115	1115 1115 a ...
Total sales, including switches, 3,400 bbls. P. crude S. E. 9c bid.		

**Monday, Feb. 4, 1929.**

Spot	1050	a ...
Feb.	100 1066	1066 1055 a 1075
Mar.	1700	1068 1065 1066 a 1067
Apr.	1067	a 1080
May	100 1076	1076 1076 a ...
June	1080	a 1095
July	2600 1098	1094 1097 a ...
Aug.	1104	a 1110
Sept.	700 1117	1115 1112 a 1120
Total sales, including switches, 5,200 bbls. P. crude S. E. 9c bid.		

**Tuesday, Feb. 5, 1929.**

Spot	1050	a 1100
Feb.	1055	a 1100
Mar.	5300 1073	1065 1071 a ...
Apr.	1075	a 1080
May	5900 1085	1075 1082 a ...
June	1085	a 1100
July	8100 1108	1096 1103 a 1104
Aug.	1112	a 1114
Sept.	1120	a 1121
Total sales, including switches, 19,300 bbls. P. crude S. E. 9 1/2c bid.		

**Wednesday, Feb. 6, 1929.**

Spot	1070	a 1125
Feb.	1065	a 1100
Mar.	10600 1084	1073 1082 a 1085
Apr.	1080	a 1100
May	12500 1093	1083 1092 a ...
June	1095	a 1112
July	12000 1115	1104 1114 a 1115
Aug.	600 1115	1115 1120 a 1128
Sept.	600 1132	1120 1131 a 1133
Total sales, including switches, 36,300 bbls. P. crude S. E. 9 1/2c bid.		

**Thursday, Feb. 7, 1929.**

Spot	1060	a 1100
Feb.	1065	a 1100
Mar.	1097 1081	1087 a 1097
Apr.	1090	a 1105
May	1097 1087	1095 a ...
June	1099	a 1116
July	1118 1110	1117 a 1118
Aug.	1120	a 1135
Sept.	1133 1132	1132 a 1133
Sales, 24,800 bbls.		

*See page 41 for later markets.*

**COCOANUT OIL**—While demand was moderate and prices without much change, the tone was undoubtedly firmer, with the market aided somewhat by strength in other directions. At New York, tanks were quoted 8 1/2c, while Pacific coast tanks were 7 1/2c@8c, nominal.

**CORN OIL**—Demand was fair and the market strong, with prices quoted at 9 1/2c@9 1/2c, f.o.b. mills.

**SOYA BEAN OIL**—A limited demand was in evidence throughout the week, but the market held very steadily, with New York tanks quoted at 10 1/2c; barrels, 12 1/2c; Pacific coast tanks, 10c, nominal.

**PALM OIL**—A good consuming demand, with strength in tallow and the firmer attitude on the part of palm oil sellers, lifted prices 1/4c@1/2c. At New York, spot Nigre was quoted at 8 1/2c; shipment Nigre, 8 1/2c@8 1/2c; spot Lagos, 9 1/2c@9 1/2c; shipment Lagos, 8 1/2c@9c.

**PALM KERNEL OIL**—Demand was fair but the market was firmer, helped by the trend elsewhere. At New York, casks were quoted at 9c, and bulk oil at 8.40c.

**OLIVE OIL FOOTS**—Demand was very quiet with the market about steady; spot foots, New York, quoted at 11c; nearby, 10 1/2c; and February forward, at 10 1/2c.

**RUBBERSEED OIL**—The market was quiet but steady with shipment oil quoted at 8 1/2c nominal.

**SESAME OIL**—Market nominal.

**COTTONSEED OIL**—Demand was limited but spot supplies are small and strongly held, with store oil, New York, quoted at 1/4c over February; Southeast crude, 9 1/2c, bid; Valley, 9c, bid; Texas, 8 1/2c, bid.

### NEW ORLEANS OIL TRADING.

*(Special Letter to The National Provisioner.)*

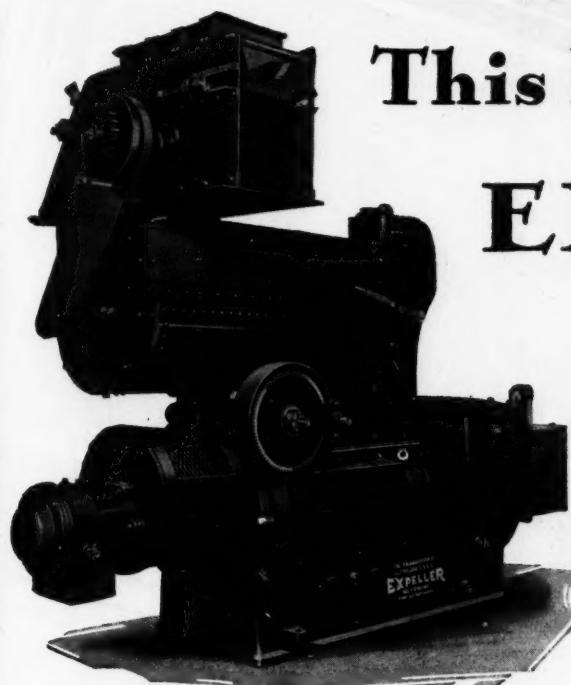
New Orleans, Feb. 5.—Crude oil during the early part of the past week was active and in good demand, quite a volume of sales having been made on the basis of 9.00 for delivery East of the river. During the last several days the spot markets have been exceedingly quiet, with very few sales reported in either crude or refined.

If reports are correct, the mills are in a more comfortable position to hold, because it is the general idea that about 80 to 85 per cent of the crude oil production for this season has been sold and therefore it is not likely that any material decline will take place in crude values, unless influencing commodity markets should weaken considerably.

The refiners have not actually supported the market during the last few days for immediate delivery, but have been anxious buyers for the more distant deliveries at present prices, and have even paid a slight premium in some instances for the more distant deliveries, which have been a sustaining influence to values, and is due principally to the tariff issue which many of the trade believe is being looked upon favorably by the United States government authorities.

The January consumption report is due about February 11 and should be bullish. The trade looks for a larger figure than that of the December consumption, and the average guess is that January consumption will be around 325,000 barrels, and with many sections still to be heard from. Such a figure should materially advance prices.

Bleachable has been selling much too (Continued on page 41.)



# This Big Improved EXPELLER

## Makes Profits for its Owners

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### Look for these Advantages

- PRESSURE** 6 tons per square inch
- CONSTANT** rate, forced feed.
- AUTOMATICALLY** lubricated.
- ONE-FOURTH** easier accessibility.
- SPECIAL G. E. High Torque Motor.**
- MAGNETIC** removal of metal.
- AMOUNT OF OIL** in cake regulated by amount of power.
- PUSH BUTTON** Control.
- THREE TIMES** as strong yet weighs the same.
- TIMKEN** Roller Bearings running in oil.

**I**F you are using dry rendering methods you should by all means be equipped with the New Anderson R. B. Crackling Expellers.

These big, new, pressing giants with greatly increased speed, capacity and efficiency, make big profits possible, through their economies and increased production.

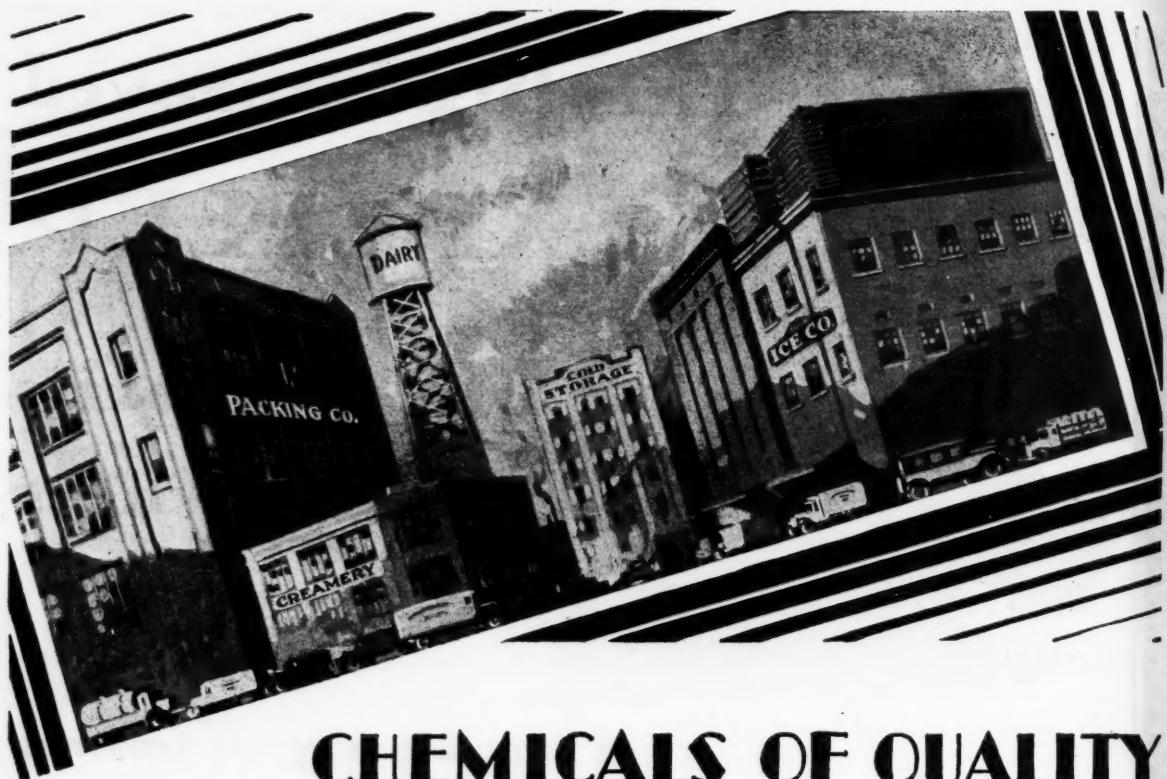
Here's the answer on how to keep up with or pass your competition. Investigate Expellers! See them at work in other plants. Then tell us your plant's requirements and let us show you your possible profits for 1929 by the installation of Expellers.

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## CHEMICALS OF QUALITY FOR THE PACKING AND PROVISION BUSINESS

Straight  
Calcium Chloride  
73-75% Solid  
77-80% Flake

Sodium Sulphide  
Solid and Flake 60-62%  
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Salt

Every new order for Dow Chemicals for use in the packing and provision industries almost invariably marks the beginning of a steady business friendship.

The reliability and uniformity of all Dow Chemicals, due to the high quality standards under which they are manufactured, insures an effectiveness which makes their use exceptionally desirable.

Dow Straight Calcium Chloride, 73-75% solid and 77-80% flake, is manufactured in accordance with specifications recommended by the refrigeration and cold storage trades and is free from magnesium and other objectionable impurities.

Dow Sodium Sulphide, Salt, and Epsom Salt Technical have a well established reputation for exceptional uniformity and purity.

Dow Chemicals for the packing and provision industries are readily available from warehouse stocks carried by dealers in principal cities.

# DOW

THE DOW CHEMICAL COMPANY  
MIDLAND, MICHIGAN

Branch Sales Offices:

90 West St., New York City

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## CALCIUM CHLORIDE

73-75% SOLID  
77-80% FLAKE



## The Week's Closing Markets

### FRIDAY'S CLOSINGS

#### Provisions.

Hog products more active and stronger the latter part of the week on commission house buying on covering, and moderate hog receipts, strong hog markets and less pressure on futures from packers. A better technical position was asserting itself.

#### Cottonseed Oil.

Cotton oil active, strong, making new season's high on general buying on covering, strong crude markets, better tone in lard, a firm cash oil situation and professional bullishness. Profit taking furnished the bulk of the selling. Southeast Valley crude, 9 1/4c bid; Texas, 9c sales.

Quotations on cottonseed oil at New York, Friday noon, were Feb., \$10.75@11.25; Mar., \$10.97@10.99; Apr., \$10.90@11.02; May, \$10.99@11.00; June, \$11.05@11.06; July, \$11.22; August, \$11.25@11.32; Sept., \$11.35@11.37.

#### Tallow.

Tallow, extra, 9%@9 1/2c.

#### Stearine.

Stearine, oleo, 11 1/2c.

### FRIDAY'S GENERAL MARKETS.

New York, Feb. 8, 1929. — Lard, prime western, \$12.45@12.55; middle western, \$12.25@12.35; city, 11 1/2c; refined continental, 12 1/2c; South American, 13 1/2c; Brazil kegs, 14 1/2c; compound, 12 1/2c.

### HULL OIL MARKET.

Hull, England, Feb. 6, 1929. — (By Cable.) Refined cottonseed oil, 32s; Egyptian crude cottonseed oil 28s.

### NEW ORLEANS OIL TRADING.

(Continued from page 38.)

low in comparison with crude, but it is expected that the offerings of crude will be materially reduced in the future and we would not be surprised to see the refined oil in better demand in the near future and, further, it should command a fair premium over crude values. This difference should be a minimum of about 75 points and a maximum of about 100 points, or say an average of about 85 points. But, for the past several months, the existing difference has been around 60 points and this has been due to owners of refined oil taking speculative profits due to the advance in the cotton oil market.

As bleachable cannot be made at this small premium, and also due to the fact that crude mills have sold a large percentage of their production, New Orleans traders believe it would seem logical to take advantage of buying the more distant positions in the New Orleans contract market, because the price should certainly advance.

Soapmakers claim that cotton oil values are now beyond their reach and that they will have to buy competing oils until the prices are again within their reach, but it is very evident they are more worried over the situation of the increase in the tariff on fats and oils competing with cotton oil.

Cottonseed oil, soapstock basis, 50 per

cent total fatty acid, continues to advance. Midwest is now 3.62 1/2 bid, with very little offerings, which are available only at 3.75. However a good volume is offered at the 4.00 level.

The recent report on lard stocks indicated a heavy increase, but the best-posted provision traders have a very friendly attitude toward cottonseed oil, and think values should advance materially. This is in the face of a reactionary cotton market and the influence of a possibility of an increase in acreage to cotton planting.

#### Recent sales at New Orleans:

Jan. 29.—2 Mch. 9.64, 3 July 9.95, 2 Mch. 9.64, 1 July 9.94, 2 Mch. 9.63, 10 July 9.90.

Jan. 30.—2 July 9.86, 5 Mch. 9.54, 2 May 9.65, 12 Mch. 9.54, 1 July 9.89, 1 May 9.75, 1 July 9.88.

Jan. 31.—1 Mch. 9.60, 1 May 9.80, 2 Mch. 9.70, 8 Mch. 9.70.

Feb. 1.—3 May 9.81, 4 Mch. 9.75, 2 Mch. 9.75.

Feb. 2.—2 Mch. 9.72, 4 Mch. 9.75.

Feb. 4.—1 July 10.09, 1 May 9.90, 2 July 10.04, 11 July 10.09, 1 May 9.90, 2 Mch. 9.75.

Feb. 5.—2 Mch. 9.72, 1 July 10.05, 2 Mch. 9.77, 1 July 10.05, 2 Mch. 9.75, 2 Mch. 9.76, 2 July 10.05, 2 Mch. 9.75, 1 Mch. 9.75, 1 July 10.05, 3 Mch. 9.74, 5 May 9.86, 2 Mch. 9.74, 2 May 9.86, 4 July 10.06, 1 May 9.86, 3 Mch. 9.78.

### PHILADELPHIA MEAT SUPPLIES.

Receipts of Western dressed meats and local slaughters under city and federal inspection at Philadelphia, Pa., for the week ended Feb. 1, 1929, with comparisons, were as follows:

	Week ended	Cor. week,
Western dressed meats:	Feb. 1.	1928.
Steers, carcasses	2,295	2,555
Cows, carcasses	908	802
Bulls, carcasses	251	243
Veals, carcasses	1,992	1,776
Lambs, carcasses	10,670	9,737
Mutton, carcasses	1,524	2,145
Pork, lbs.	571,154	584,960
	503,900	
Local slaughters:		
Cattle	1,402	1,362
Calves	1,691	1,816
Hogs	21,429	18,386
Sheep	3,877	3,880
	4,059	

### BOSTON MEAT SUPPLIES.

Receipts of Western dressed meats and local slaughters under federal and city inspection for the week ended February 2, 1929, with comparisons are officially reported as follows:

	Week ended	Cor.
Western dressed meats:	Feb. 2.	1928.
Steers, carcasses	2,282	2,467
Cows, carcasses	1,841	2,067
Bulls, carcasses	58	85
Veals, carcasses	1,185	985
Lambs, carcasses	12,813	12,611
Mutton, carcasses	1,245	1,167
Pork, lbs.	572,061	481,082
	423,691	
Local slaughters:		
Cattle	1,587	1,334
Calves	1,762	1,670
Hogs	14,682	21,584
Sheep	3,365	4,039
	3,075	

### ARGENTINE BEEF EXPORTS.

Cable reports of Argentine exports of beef this week up to Feb. 8, 1929, show exports from that country were as follows: To England, 94,297 quarters; to the Continent, 6,875 quarters.

Exports of the previous week were as follows: To England, 227,895 quarters; to the Continent, 45,595.

### PORK PRODUCTS EXPORTS.

Exports of pork products from the principal ports of the United States during the week ended Feb. 2, 1929:

	Lbs.	Week ended	Week ended	Nov. 1
To		Feb. 2, 1929.	Feb. 4, 1928.	Feb. 2, 1929.
United Kingdom	22		50	581
Continent	92		260	749
West Indies	135		275	3,934
Other Countries				50
Total	249		585	5,314

#### BACON AND HAMS.

	Lbs.
United Kingdom	3,749,250
Continent	1,048,000
Other Countries	.....
Total	4,797,250

#### LARD.

	Lbs.
United Kingdom	7,151,505
Continent	4,309,730
So. & Cent. Amer.	408,000
West Indies	616,000
Total	12,525,235

#### TOTAL EXPORTS.

	Pork, Bacon & Hams, Lard, Bbls.	Lbs.
From		
New York	114	2,811,250
Portland, Me.		194,000
Philadelphia		281,000
New Orleans	135	1,107,000
St. John, N. B.		1,359,000
Halifax		453,000
Total for week.	240	4,797,250
Previous week	792	4,907,000
2 weeks ago	324	4,033,000
Cor. week, 1927.	885	5,021,400
		14,132,712

### EXPORTS, NOV. 1 to FEB. 2.

	1929.	1928.
Pork, lbs.	1,062,800	596,800
Bacon and Hams, lbs.	45,353,300	48,993,550
Lard, lbs.	191,729,662	157,017,066

### OCTOBER MARGARINE OUTPUT.

Actual production of margarine during October, 1928, with comparisons for the corresponding month last year, as reported to the U. S. Department of Agriculture by manufacturers of margarine, was as follows:

	UNCOLORED MARGARINE.
	Oct., 1928.
Exclusively vegetable	19,033,523
Animal and vegetable	9,408,107
Total	28,441,630

	COLORED MARGARINE.
Exclusively vegetable	517,548
Animal and vegetable	873,105
Total	1,390,653

	COLORED AND UNCOLORED MARGARINE.
Exclusively vegetable	19,551,071
Animal and vegetable	10,281,272
Total	29,832,343

### NEW YORK MEAT SUPPLIES.

Receipts of Western dressed meats and local slaughters under federal inspection at New York City, N. Y., for week ended Feb. 2, 1929, with comparisons:

	Week ended	Prev. week,
Western dressed meats:	Feb. 2.	1928.
Steers, carcasses	7,041	7,483 1/2
Cows, carcasses	1,072	1,138 1/2
Bulls, carcasses	71	104
Veals, carcasses	10,417	8,334
Lambs, carcasses	22,711	24,627
Mutton, carcasses	4,023	3,605
Beef cuts, lbs.	297,122	400,394
Pork cuts, lbs.	1,217,788	1,577,344
Local slaughters:		
Cattle	9,000	8,821
Calves	14,046	13,540
Hogs	60,904	62,700
Sheep	52,413	53,123

### COTTON OIL EXPORTS.

Exports of cottonseed oil from New York, February 1, 1929, to February 6, 1929, none.

## HIDE COMMITTEE REPORT.

(Continued from page 25.)

formation gathered indicates that a tremendous allowance is made on sold hides because of the large quantity of manure left on them through careless handling in stock yards and in shipment. The committee hopes to be in position to make definite recommendations with respect to the elimination of this waste at an early date.

The committee has held a number of conferences with representatives of the Tanners' Council, the U. S. Department of Agriculture, the American Farm Bureau Federation, the Grange and other producer organizations in its endeavor to reduce the loss to the hide industry caused by cattle grubs.

## To Get Rid of Cattle Grub.

As a result of the efforts of the committee in cooperation with other interested groups, an appropriation of \$75,000 was made by Congress during its last session, to be devoted to research in an effort to develop adequate means of cattle grub control.

The committee feels that the grub control work is one of its most important undertakings. Although no progress can be reported as to the results in reducing the number of grubby hides, the committee is pleased with the progress that has been made in securing the Congressional appropriation, and with the interest that has developed as a result of its efforts and those of producers.

Numerous minor questions pertaining to the hide business have been taken up by the committee and disposed of.

The Committee on Hides consisted of E. J. Madden, chairman; H. R. Davison, G. D. Fitch, T. P. Gibbons and L. J. Wilbur.

## LIVESTOCK COOPERATION.

(Continued from page 20.)

cies involved in the movement of western livestock.

"One of the most important factors in the maintenance of prosperity in cattle production is the tariff. At present the tariff on cattle and meats is more than a political and economic matter. It extends into the fields of live stock disease and international diplomacy.

"In spite of all other considerations,

## STOCKS AND DISTRIBUTION OF HIDES AND SKINS.

Stocks of the principal hides and skins at the end of December and November, 1928, with comparisons, based on reports received from 4,331 manufacturers and dealers, together with stocks disposed of during the latter month, are reported by the U. S. Department of Commerce as follows:

Dec., 1928.	Nov., 1928.	Stocks on hand or in transit		Deliveries during Dec., 1928*
		Dec., 1927.	Dec., 1928.	
Cattle, total hides	4,030,522	3,921,235	3,670,672	1,464,192
Domestic—Packer hides	2,070,811	2,634,323	2,581,400	472,051
Domestic—Other than packer	1,058,782	1,016,501	1,726,441	412,200
Foreign	311,920	318,111	311,741	78,972
Buffalo	34,298	37,988	28,679	1,820
Calf and kid	2,961,941	2,709,456	3,103,110	830,521
Horse, colt, ass, and mule:				
Hides	152,016	134,196	138,740	46,273
Fronts, whole fronts	153,487	158,040	90,503	2,579
Butts, whole butts	169,142	151,630	45,976	1,832
Shanks	26,359	9,442	47,752	
Goat and kid, skins	8,046,323	8,479,128	7,805,554	1,064,160
Calf and lamb, skins	458,123	574,421	1,044,543	80,597
Sheep and lamb, skins	8,486,489	8,296,440	6,740,654	2,825,253
Skivvers and fleshers, dozens	73,808	79,201	63,518	7,771
Kangaroo and wallaby, skins	293,582	180,686	277,722	
Deer and elk, skins	195,202	172,300	191,146	65,487
Pig and hog, skins	77,982	72,246	107,025	29,747
Pig and hog strips, pounds	816,041	436,567	556,543	60,860

\*Represents deliveries by packers, butchers, dealers and importers.

however, I believe that the United States must have a protective tariff, and hence I sympathize with the American cattleman in his effort for a higher tariff, and wish to assure you that the packers' interests are the same as yours.

## The Tariff Situation.

"To be sure, there are certain differences in viewpoint. For instance, the producer favors higher tariff on fat cattle and feeders, and on all cattle products such as meat, hides and tallow. The packer, on the other hand, favors a tariff on fat cattle and on meats, but believes a large part of our agricultural districts would be benefited by having more stock cattle as a medium for marketing their feeds. Consequently the packer would prefer to see no increase in the tariff on feeder cattle; nor, in the packer's opinion, is there need for increasing the tariff on hides.

"The value of hides is affected by leather substitutes rather than by imports. The sensitiveness in the hide market this fall has been largely because hide price margins had advanced to a point where more substitutes were being produced than the market could stand.

"The hides which are imported are chiefly spready hides from larger animals than we now grow in this country, heavy hides for sole leather coming from steers that are older and coarser than the kind we breed on our farms and ranches, and specialty hides such as goat skins, reindeer, reptile skins, etc., which are used for purposes not directly competitive with the hides of cattle.

"I do not believe they depress our markets, and I object to a tariff principally because it would further hamper our tanners and leather manufacturers whose existence is at present precarious.

"However, we are all part of the same industry, all dependent for our livelihood on what we can do to make a product that will find a buyer, and we must work together in the common cause."

## HIDE AND SKIN EXCHANGE.

Fraser M. Moffat, president of the Tanners' Council of America, has been elected a member of the board of governors of the New York Hide & Skin Exchange, it was announced by Milton

R. Katzenberg, president of the exchange, following a meeting of the board.

Mr. Katzenberg said that the election of Mr. Moffat to the board was gratifying to the organizers of the exchange not only because he is the head of the Tanners' Council, but also because of his wide experience in the industry and his understanding of its problems.

Three other new board members elected are L. F. Clarendon, of M. E. Clarendon Sons Co., Inc., and E. L. McDowell, of Armand Schmoll, Inc., both dealers in hides, and Floyd Y. Keeler, of the New York Stock Exchange firm of Orvis Bros. & Co. These additions to the board bring the number up to thirteen, leaving two places yet to be filled.

The election of members of the exchange is proceeding slowly, due to the care which is being exercised in examining the qualifications of applicants. The membership will be confined to the hide and skin industry, commission houses and persons who actually intend to use the facilities of the exchange for trading. Among the many applications to be acted upon are a large number from abroad.

## CANADIAN LIVESTOCK PRICES.

Summary of top prices for livestock at leading Canadian centers for the week ended January 31, 1929, with comparisons for the previous week and the same week last year:

BUTCHER STEERS.		Week ended Jan. 31.	Prev. week.	Same week.
1,000-1,200 lbs.				
Toronto	\$10.50	\$10.25	\$11.00	
Montreal	10.00	10.00	11.00	
Winnipeg	9.00	9.00	10.50	
Calgary	9.25	9.25	10.50	
Edmonton	9.00	9.25	11.00	
Pr. Albert	8.50	8.50	9.00	
Moose Jaw	8.50	8.50	10.00	
Saskatoon	8.50	8.50	8.50	....

## VEAL CALVES.

VEAL CALVES.		Week ended Jan. 31.	Prev. week.	Same week.
1,000-1,200 lbs.				
Toronto	\$18.00	\$17.50	\$18.00	
Montreal	15.00	15.00	14.50	
Winnipeg	15.00	16.00	13.00	
Calgary	12.00	11.00	12.00	
Edmonton	14.00	14.00	14.00	
Pr. Albert	0.50	0.00	0.00	
Moose Jaw	13.00	13.50	13.00	
Saskatoon	11.00	9.00	....	

## SELECT BACON HOGS.

SELECT BACON HOGS.		Week ended Jan. 31.	Prev. week.	Same week.
1,000-1,200 lbs.				
Toronto	\$11.50	\$11.10	\$11.50	
Montreal	11.15	11.00	10.50	
Winnipeg	10.25	10.00	9.50	
Calgary	10.50	10.10	9.50	
Edmonton	10.35	10.00	9.50	
Pr. Albert	10.05	9.65	9.15	
Moose Jaw	10.15	9.90	9.50	
Saskatoon	10.05	11.00	12.00	

## GOOD LAMBS.

GOOD LAMBS.		Week ended Jan. 31.	Prev. week.	Same week.
1,000-1,200 lbs.				
Toronto	\$14.75	\$14.50	\$14.50	
Montreal	11.00	11.00	12.00	
Winnipeg	13.50	12.50	13.00	
Calgary	12.00	12.00	12.00	
Edmonton	12.50	12.00	12.00	
Pr. Albert	....	....	....	
Moose Jaw	12.00	11.00	12.00	
Saskatoon	10.50	10.50	10.50	....

## GOOD LAMBS.

GOOD LAMBS.		Week ended Jan. 31.	Prev. week.	Same week.
1,000-1,200 lbs.				
Toronto	\$14.75	\$14.50	\$14.50	
Montreal	11.00	11.00	12.00	
Winnipeg	13.50	12.50	13.00	
Calgary	12.00	12.00	12.00	
Edmonton	12.50	12.00	12.00	
Pr. Albert	....	....	....	
Moose Jaw	12.00	11.00	12.00	
Saskatoon	10.50	10.50	10.50	....

## TANNERS' HIDE STOCKS.

Stocks of raw hides and skins held by tanners on December 31, 1928, with comparisons for the previous month, are given by the U. S. Department of Commerce as follows:

TANNERS' HIDE STOCKS.		December, 1928.	November, 1928.
Steers	Cows	....	....
1,028,750	382,328	1,067,510	317,613
820,300	218,475	820,300	32,871
Bulls	....	92,373	11,475
Unclassified	....	354,249	801,322
....	....	1,070,346	1,477,700
Calves	....	270,039	250,000
Sheep and lamb	....	5,730,618	5,670,000
Goat and kid	....	6,972,536	7,500,374
Cabretta	....	300,920	415,000

\*Represents deliveries by packers, butchers, dealers and importers.

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# Live Stock Markets

## CHICAGO

(Reported by U. S. Bureau of Agricultural Economics.)

Chicago, Feb. 7, 1929.

**CATTLE**—Compared with a week ago, better grade fed steers, after recovering Monday's downturn, steady; lower grades selling at \$11.75 downward, weak to 25c lower; good to choice light heifer and mixed yearlings, 25@50c higher; common and medium grades, along with medium weight and weighty butcher heifers and most beef cows, about steady. It was largely a forced steer market after Monday, supply figures being curtailed to a point where buyers had to compete for numbers. The late advance was consequently undependable, the undertone all the while being shaky and weak. The most basic factors, such as dressed trade and hide market, were bearish. Starvation runs furnished the only prop under the market. The undertone was slow on cutter and common cows, but market firm; bulls, 25c lower; vealers, \$1.50@2.00 lower; extreme top fed steers, \$15.00; yearlings, \$14.25; few steers, above \$14.00; bulk \$13.00 down to \$11.00. A liberal supply of "warmed up" and fed steers went into killing channels at \$9.50@10.50.

**HOGS**—Shipping demand was unusually broad, and hog prices continued to advance. For the first four days of the week shippers took 36 per cent of arrivals, and 23 per cent of the receipts consisted of directs to packers. In comparison with last Thursday, hogs scaling over 160 lbs. are 40@50c higher; light lights, 50@75c higher; pigs, \$1.00 higher. Today's top of \$10.00 was paid freely for weight averages from 160 to 250 lbs.; bulk of desirable 160 to 320 lb. weights, \$9.75@10.00; 180 to 150 lb. averages, \$9.40@9.90; pigs, \$8.25@9.00; choice sorts, scarce, \$9.25@9.50; bulk packing sows, \$9.10@9.25; smooth light sows, up to \$9.35.

**SHEEP**—Unsatisfactory dressed lamb trade and restricted shipping orders were counterbalanced by light receipts. Prices today are 10@15c above a week ago despite 25@40c decline early this week. Fat ewes, 25c lower; wethers, steady. Week's tops: Fat lambs, \$17.50; fat ewes, \$10.00. Bulks: Fat lambs, \$16.25@17.00; aged wethers, \$11.25@11.50; fat ewes, \$8.50 to \$9.50.

## KANSAS CITY

(Reported by U. S. Bureau of Agricultural Economics.)

Kansas City, Kans., Feb. 7, 1929.

**CATTLE**—Demand for better grades of lightweight steers and yearlings showed considerable improvement during the week, and final prices are strong to 25c higher than a week ago on offerings scaling 1,100 lbs. and down. Less desirable grades and weighty steers predominated in the supply, most of which met a slow trade with closing levels 15@25c under a week ago. The week's top reached \$13.75 on choice 1,010 lb. yearlings, while best weighty steers, scaling 1,359 lbs., went at \$12.60. Bulk of the short-fed arrivals cleared between \$10.00 and \$11.75. Light heifers and mixed yearlings closed strong, with spots 15@25c higher. Better grades butcher cows met a narrow outlet at weak to 25c lower prices, while lower grades of fat cows and cutters held fully steady. Bulls closed steady to weak. Vealers are 50c@\$1.00 lower, while heavy calves are around 50c below a week ago.

**HOGS**—A broad shipping demand featured the hog market throughout the week, and prices worked materially higher. Closing levels are from 40@55c over last Thursday, with the high point reached late in the week. Today's practical top was \$9.90, although shippers paid \$10.00 for a few strictly

choice lots. Packing grades are 25@40c higher, with \$8.50@9.00 taking the bulk.

**SHEEP**—Fat lambs moved slowly during the early part of the week and slight price reductions were effected, but a reaction at the close left final prices on a strong to 15c higher basis as compared with last Thursday. Shippers paid up to \$16.25 for choice fed lambs, while the closing top to packers was \$16.20. Bulk of the fed arrivals sold from \$15.50@16.00. Mature classes held on a steady basis, with best fat ewes \$9.75 and the bulk going at \$9.00@9.50.

## OMAHA

(Reported by U. S. Bureau of Agricultural Economics.)

Omaha, Feb. 7, 1929.

**CATTLE**—The market on fed steers and yearlings carried a very dull and weak undertone all week, but light receipts, both locally and in the aggregate, prevented sharp declines, most classes showing a loss for the week of around 25c. Some good yearlings and light steers held close to steady, with extremes on short-fed medium weights and weighty steers 25@40c lower. Sheep and medium bulls advanced around 25c, and veals held steady. Bulk fed steers and yearlings, \$10.00@12.00; best weighty steers, \$12.80; few lots yearlings, \$13.25@13.50. Choice 829 lb. heifers earned \$11.60.

**HOGS**—Fairly liberal receipts featured for the period, and while fluctuations in prices developed, the general market has carried a strong undertone and trend to values has been upward. Comparisons Thursday with Thursday uncover a net upturn of 50@60c. Thursday's top reached \$9.85; packing sows, \$9.00@9.10, a few up to \$9.25; stags, \$8.00@8.75.

**SHEEP**—Fat lambs trade has shown considerable fluctuation from day to day, but the advances this week have more than offset the decline, and comparisons Thursday with Thursday

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February 9, 1929.

## THE NATIONAL PROVISIONER

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are 25¢ lower. Thursday's bulk of fed woolled lambs sold at \$16.00@16.25; top, \$16.35; bulk of fat ewes, \$8.50@9.00.

## ST. LOUIS

(Reported by U. S. Bureau of Agricultural Economics.)

East St. Louis, Ill., Feb. 7, 1929.

**CATTLE**—Compared with one week ago: Steers sold weak to 25¢ lower; mixed yearlings and heifers, generally steady, with better grade light kinds 25@50¢ higher; good and choice cows, weak to 25¢ or more lower; lower grade cows and all cutters, steady; bulls, steady to 25¢ higher; good and choice vealers, \$1.00 lower. Tops for week: 1,160 lb. matured steers, \$12.00; 652 lb. yearlings, \$12.50; 739 lb. mixed yearlings, \$13.00; 755 lb. heifers, \$11.50.

**HOGS**—Increasing hog receipts this week were more than balanced by higher eastern dressed pork prices. Compared with last Thursday, all hog prices are 30@50¢ higher. Today's top was \$10.25 for sorted light hogs, bulk of all hogs selling at \$9.85 to \$10.15.

**SHEEP**—Lamb prices dropped off 25¢ from last Thursday, sheep holding steady. Packers bought most lambs today at \$16.00@16.25, with the week's top \$16.75. Clipped lambs were sold at \$14.25@14.50; fat ewes, \$8.50@9.50.

## SIOUX CITY

(Reported by U. S. Bureau of Agricultural Economics.)

Sioux City, Ia., Feb. 7, 1929.

**CATTLE**—Fed yearlings ruled most steadily, while mature steers moved slowly at weak to 25¢ lower prices. Most steers and yearlings cleared at \$10.25@11.50, and a few loads of good yearlings made \$12.00@12.50. Lower grade cows advanced 25¢, while other sheep showed little change. Fed heifers brought \$10.00@11.00; beef cows bulked at \$7.75@9.25, and all cutters made \$7.50@7.00 mostly. Bulls and vealers were steady. Majority medium bulls, \$8.75@9.00; veal top, \$14.00.

**HOGS**—Prices averaged about 50¢ higher and reached the highest levels since early October. The top was \$9.75, and desirable 180-220 lb. butchers bulked at \$9.60@9.75. Most packing sows sold at \$9.00@9.25.

**SHEEP**—Lamb values held about steady, with top killers at \$16.15 and better grades mostly \$15.75@16.00. Aged stock was weak to 25¢ lower, and choice ewes brought \$9.00@9.15 mostly.

## ST. PAUL

(Reported by U. S. Bureau of Agricultural Economics.)

South St. Paul, Minn., Feb. 6, 1929.

**CATTLE**—Further price losses on killing cattle, averaging 15@25¢ on all but cutters, occurred this week. Steers and yearlings bore the brunt of the downturn, selling mostly at \$10.00@11.00; some few lots, \$11.25@11.50. Sheep ruled slow and weak, with fat cows at \$7.00@8.25; heifers, \$8.25@9.50; a few fed offerings, to \$10.75. Cutters held at \$5.50@6.75; bulls, \$8.75@9.25; while vealers, on a \$1.00 break, closed today at \$13.00.

**HOGS**—Uneven upturns marked the hog trade, lights and butchers advanc-

ing 35@40¢ to a \$9.50@9.60 basis; light lights going at \$8.75@9.00; packing sows, at \$8.50@8.75, 25@50¢ up; pigs, at \$8.50, 25¢ higher.

**SHEEP**—Lamb values ruled 10@25¢ higher, top fed lambs today selling at \$15.85; the bulk, \$15.50@15.75; culs, \$11.00@12.00; heavies, \$13.50@14.50. Sheep sold steady, 100@150 lb. ewes going at \$8.50@9.25; heavier weights, \$7.00@8.00; culs, down to \$3.00.

## ST. JOSEPH

(Reported by U. S. Bureau of Agricultural Economics.)

St. Joseph, Mo., Feb. 7, 1929.

**CATTLE**—Cattle weakness was still unchanged, and steers, with the exception of yearlings, found a weak to 25¢ lower deal. Other bovine classes generally not much changed, although vealers broke 50¢ during the period. Yearling steers sold generally steady, with spots strong. Week's tops were \$12.50 for yearlings; \$12.25 for matured steers. Bulk steer offerings, \$10.00@11.50. Top cows sold up to \$10.50, with the bulk, however, \$7.75@8.75; cutters, \$5.25@6.75; best vealers, \$14.50. The few heifers offered sold mainly from \$9.00@10.25.

**HOGS**—Hogs worked fully 60¢ higher during the week, with the top up to \$9.90 late. Bulk of desirable butchers, 170 lb. and over, \$9.65@9.75; packing sows, principally \$8.75@9.00.

**SHEEP**—The fat lamb market still displayed top heavy characteristics, and prices dropped below \$16.00 at mid-week for the first time in about a month. However, \$16.00 was finally reached late, and bulk of fed lambs brought \$15.75@16.00; best natives, \$15.75; top mutton ewes, \$9.50.

## CANADA LIVESTOCK EMBARGO.

Owing to the outbreak of the hoof-and-mouth disease on the Pacific Coast recently, the importation into Canada of horses, cattle, sheep, goats and other ruminants; swine, dogs and poultry;

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flesh, hides, horns, hoofs or other parts of such animals; livestock fodders, and of merchandise packed in hay, straw or other fodders, has been prohibited by an order-in-council of the Canadian Minister of Agriculture dated January 28, effective January 18. The prohibition applies to all such products from California, Oregon, Nevada and Arizona, and the Mexican states of Lower California and Sonora, but not to cured meats, lard and tallow.

## RECEIPTS AT CHIEF CENTERS.

Combined receipts of cattle, hogs and sheep at principal markets for week ended February 2, 1929, and comparative periods:

At 20 markets:	Cattle*	Hogs	Sheep
Week ended Feb. 2	147,000	528,000	208,000
Week ago	144,900	617,000	225,000
1928	172,000	756,000	209,000
1927	169,000	500,000	207,000
1926	182,000	572,000	210,000
1925	179,000	818,000	168,000

At 11 markets:	Cattle*	Hogs
Week ended Feb. 2	605,000	605,000
Previous week	600,000	600,000
1928	809,000	809,000
1927	566,000	566,000
1926	659,000	659,000
1925	634,000	634,000

At 7 markets:	Cattle*	Hogs	Sheep
Week ended Feb. 2	196,000	688,000	274,000
Previous week	188,000	818,000	309,000
1928	224,000	979,000	280,000
1927	226,000	649,000	274,000
1926	232,000	757,000	278,000
1925	231,000	1,023,000	251,000

\*Calves at Omaha, St. Louis and St. Joseph, counted as cattle previous to 1927.

## CHICAGO HOG PURCHASES.

Purchases of hogs by Chicago packers on the Chicago market for the week ended Thursday, February 7, 1929, with comparisons:

Week ended	Cattle*	Hogs	Sheep
Feb. 7	3,125	2,637	12,400
1928	3,387	1,900	8,713
Swift & Co.	4,006	4,443	15,144
G. H. Hammond Co.	1,347	1,721	8,420
Morris & Co.	1,385	1,641	12,919
Wilson & Co.	4,498	6,008	19,984
Boyd-Linham Co.	968	1,108	7,398
Western Pkg. & Prov. Co.	9,838	10,797	12,247
Independent Pkg. Co.	916	1,245	7,006
Brennan Pkg. Co.	7,607	7,702	7,920
Agar Pkg. Co.	6,611	6,024	7,407
Total	41,896	46,370	119,517

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Detroit, Mich.	Omaha, Neb.
Indianapolis, Ind.	Sioux City, Ia.

## RECEIPTS AT CENTERS

SATURDAY, FEBRUARY 2, 1929.

	Cattie.	Hogs.	Sheep.
Chicago	500	8,000	8,000
Kansas City	100	2,000	...
Omaha	200	8,000	150
St. Louis	100	3,500	600
St. Joseph	2,000	1,300	...
Sioux City	200	8,000	300
St. Paul	100	900	300
Oklahoma City	300	200	100
Fort Worth	300	100	...
Milwaukee	100	400	4,200
Denver	200	500	...
Louisville	200	500	...
Wichita	200	900	300
Indianapolis	100	3,000	200
Pittsburgh	100	2,500	500
Cincinnati	100	500	...
Buffalo	100	1,000	1,400
Cleveland	300	1,500	100
Nashville	100	300	...
Toronto	200	300	...

MONDAY, FEBRUARY 4, 1929.

	Cattie.	Hogs.	Sheep.
Chicago	18,000	55,000	17,000
Kansas City	12,000	11,000	7,000
Omaha	6,500	16,000	12,000
St. Louis	2,500	15,000	1,500
St. Joseph	2,500	4,000	6,000
Sioux City	2,500	14,000	3,000
St. Paul	2,000	15,000	2,500
Oklahoma City	800	1,000	...
Fort Worth	1,800	2,000	...
Milwaukee	200	4,000	3,000
Denver	2,800	4,000	3,300
Louisville	300	1,200	100
Wichita	1,400	4,300	600
Indianapolis	500	6,000	200
Pittsburgh	1,200	5,500	2,500
Cincinnati	1,600	3,400	100
Buffalo	1,500	9,000	8,000
Cleveland	1,000	4,800	2,300
Nashville	400	900	200
Toronto	3,500	2,000	1,000

TUESDAY, FEBRUARY 5, 1929.

	Cattie.	Hogs.	Sheep.
Chicago	8,000	48,000	11,000
Kansas City	7,000	11,000	8,000
Omaha	4,500	20,000	10,000
St. Louis	4,800	17,000	1,000
St. Joseph	1,500	7,000	6,000
Sioux City	2,500	18,000	2,300
St. Paul	1,700	10,000	700
Oklahoma City	500	1,300	...
Fort Worth	1,700	1,000	100
Milwaukee	600	3,000	200
Denver	500	3,700	2,600
Louisville	300	1,100	100
Wichita	500	3,000	400
Indianapolis	100	9,000	400
Pittsburgh	100	500	...
Cincinnati	300	4,000	200
Buffalo	200	1,500	100
Cleveland	400	1,000	1,100
Nashville	200	700	100
Toronto	300	200	600

THURSDAY, FEBRUARY 7, 1929.

	Cattie.	Hogs.	Sheep.
Chicago	7,000	52,000	12,000
Kansas City	2,000	8,000	4,000
Omaha	2,000	9,500	5,700
St. Louis	1,500	17,000	800
St. Joseph	1,200	6,500	4,000
Sioux City	1,500	8,000	700
St. Paul	1,700	10,000	800
Oklahoma City	800	900	...
Fort Worth	1,800	500	500
Milwaukee	500	2,500	100
Denver	400	2,000	1,000
Louisville	300	800	200
Wichita	300	3,300	500
Indianapolis	500	4,000	600
Pittsburgh	100	2,500	...
Cincinnati	300	1,400	300
Buffalo	100	800	300
Cleveland	200	1,000	1,100
Nashville	200	500	300
Toronto	500	500	100

FRIDAY, FEBRUARY 8, 1929.

	Cattie.	Hogs.	Sheep.
Chicago	3,000	36,000	8,000
Kansas City	500	6,000	2,500
Omaha	700	12,000	8,000
St. Louis	1,000	11,500	1,200
St. Joseph	500	3,500	3,500
Sioux City	1,000	12,500	1,500
St. Paul	1,300	9,500	1,200
Oklahoma City	900	900	...
Fort Worth	1,000	700	4,400
Milwaukee	500	500	100
Denver	100	1,200	5,000
Louisville	200	1,400	400
Wichita	200	3,400	500
Indianapolis	400	4,000	600
Pittsburgh	100	2,000	...
Cincinnati	300	3,000	300
Buffalo	100	2,300	...
Cleveland	100	1,000	800

## LIVESTOCK PRICES AT LEADING MARKETS.

Following are livestock prices at five leading Western markets on Thursday, Feb. 7, 1929, as reported to THE NATIONAL PROVISIONER by leased wire of the Bureau of Agricultural Economics, U. S. Department of Agriculture:

## Hogs (Soft or oily hogs and roasting pigs excluded):

	CHICAGO.	E. ST. LOUIS.	OMAHA.	KANS. CITY.	S. PAUL.
Hvy. wt. (250-350 lbs.) med-ch.	\$ 9.50@10.00	\$ 9.60@9.90	\$ 9.40@9.85	\$ 9.45@9.85	\$ 9.40@9.65
Med. wt. (200-250 lbs.) med-ch.	9.60@10.00	9.65@10.10	9.50@9.85	9.60@9.90	9.50@9.80
Lt. wt. (180-200 lbs.) com-ch.	9.60@10.00	9.75@10.10	9.40@9.85	9.45@9.85	9.25@9.80
Lt. lt. (130-160 lbs.) com-ch.	9.00@10.00	8.75@10.10	8.50@9.75	8.20@9.75	8.85@9.80
Packing sows, smooth and rough	8.75@9.35	8.35@8.85	8.65@9.25	8.00@9.19	8.50@9.00
Sltr. pigs (130 lbs. down) med-ch.	8.00@9.50	7.00@9.25	7.25@8.25	8.75@9.00	9.00@9.25
Av. cost and wt., Tue. (pigs excl.)	9.60-232 lb.	9.27-215 lb.	9.40-236 lb.	9.41-245 lb.	9.50-231 lb.

## Slaughter Cattle and Calves:

	STEERS (1,500 LBS. UP):	...
Good-ch.	12.25@14.75	...
STEERS (1,300-1,500 LBS.):	14.00@15.00	13.00@14.25
Good	12.50@14.00	11.25@13.00
STEERS (1,100-1,300 LBS.):	14.25@15.00	13.25@14.50
Good	12.50@14.40	11.50@13.25
STEERS (950-1,100 LBS.):	14.25@15.25	13.50@14.75
Good	12.50@14.50	11.50@13.50
STEERS (800 LBS. UP):	10.50@12.50	10.25@11.75
Medium	9.00@10.50	8.25@10.50
Common	9.00@10.50	8.00@10.25
STEERS (FED CALVES AND YEARLINGS 750-950 LBS.):	14.25@15.00	13.50@14.50
Good	12.50@14.40	11.50@13.25
STEERS (850 LBS. UP):	14.25@15.25	13.50@14.75
Good	12.50@14.50	11.25@12.75
STEERS (800 LBS. UP):	10.50@12.50	10.25@11.75
Medium	9.00@10.50	8.25@10.25
Common	9.00@10.50	8.00@10.00
STEERS (FED CALVES AND YEARLINGS 750-950 LBS.):	14.25@15.00	13.50@14.50
Good	12.50@14.40	11.50@13.25
STEERS (850 LBS. UP):	10.50@12.00	10.25@11.75
Good	9.75@12.25	9.50@11.75
Medium	9.00@11.00	8.00@10.75
Calves:	9.75@10.50	9.50@10.00
Good	8.50@9.75	8.50@9.50
Common-med.	7.25@8.50	7.25@8.50
Low cutter and cutter	6.00@7.25	5.25@7.25
Veal:	9.75@11.25	9.25@10.50
Good	9.50@11.25	9.75@11.75
Medium	9.00@11.00	8.00@10.75
Calves (500 LBS. DOWN):	8.50@11.50	9.00@12.00
Medium-ch.	8.00@9.75	6.75@9.25
Cull-common	6.00@8.50	6.00@9.00
Vealers (MILK-FED):	12.50@15.50	14.50@16.00
Good-ch.	12.00@12.50	12.50@14.50
Medium	12.00@12.00	11.50@12.50
Cull-common	9.00@12.00	6.00@12.00
Slaughter Sheep and Lambs:	16.15@17.40	15.50@16.50
Lambs (84 lbs. down) good-ch.	11.00@15.00	10.00@13.25
Lambs (92 lbs. down) medium...	14.85@16.15	13.50@15.50
Lambs (92 lbs. down) medium-ch.	12.00@12.50	12.00@14.50
Lambs (120 lbs. down) medium-ch.	11.00@14.85	10.00@13.50
Yearlings wethers (119 lbs. down) medium-choice	11.00@15.00	10.25@13.75
Ewes (120 lbs. down) med-ch.	8.25@9.85	7.75@9.50
Ewes (120-150 lbs.) medium-ch.	7.75@9.75	7.25@9.25
Ewes (120-150 lbs.) medium-ch.	4.00@8.25	3.75@7.75

## CATTLE.

	Week ended Feb. 2.	Prev. week.	Cr. week.
Chicago	25,724	20,190	23,711
Kansas City	17,973	18,154	22,760
Omaha	20,065	18,314	19,341
St. Louis	10,019	8,206	11,941
St. Joseph	7,475	7,085	7,784
Sioux City	10,228	6,994	8,816
St. Paul	2,023	1,762	1,728
For. Worth	4,079	5,601	7,728
Philadelphia	1,402	1,382	1,854
Indianapolis	1,715	1,325	5,578
Boston	1,537	1,334	1,345
New York & J. C.	9,000	8,821	9,766
Oklahoma City	5,321	5,342	4,834
Cincinnati	5,377	3,286	...
Denver	2,908	2,406	...
Total	122,876	108,382	124,796

## HOGS.

	Chicago	Kansas City	Omaha	St. Louis	St. Joseph	Sioux City	St. Paul	For. Worth	Philadelphia	Indianapolis	Boston	New York & J. C.	Oklahoma City	Cincinnati	Denver	Total		
Chicago	135,108	170,400	21,300	26,504	38,504	32,500	22,760	7,189	19,386	21,316	8,000	21,316	76,016	5,616	1,728	483,431	561,369	602,734
Kansas City	26,694	38,504	32,321	31,500	58,070	56,070	56,070	5,616	18,000	21,316	8,000	21,316	56,070	5,616	1,728	...	...	...
Omaha	23,223	30,893	30,893	30,893	53,663	53,663	53,663	5,616	18,000	21,316	8,000	21,316	56,070	5,616	1,728	...	...	...
St. Louis	10,019	8,206	11,941	11,941	12,500	12,500	12,500	7,189	21,316	21,316	10,118	21,316	12,500	7,189	1,728	...	...	...
St. Joseph	7,475	7,085	7,784	7,784	8,206	8,206	8,206	5,616	18,000	21,316	8,000	21,316	12,500	7,189	1,728	...	...	...
Sioux City	10,228	6,994	8,816	8,816	12,500	12,500	12,500	4,079	18,000	21,316	8,000	21,316	12,500	7,189	1,728	...	...	...
St. Paul	2,023	1,762	1,728	1,728	2,406	2,406	2,406	1,402	18,000	21,316	8,000	21,316	12,500	7,189	1,728	...	...	...
For. Worth	4,079	5,601	7,728	7,728	1,325	1,325	1,325	5,616	18,000	21,316	8,000	21,316	1					

February 9, 1929.

## THE NATIONAL PROVISIONER

## PACKERS' PURCHASES

Purchases of livestock by packers at principal centers for the week ending Saturday, February 2, 1929, with comparisons, are reported to The National Provisioner as follows:

## CHICAGO.

	Cattle.	Hogs.	Sheep.	
Armour & Co.	7,339	1,300	16,708	
Swift & Co.	6,573	9,000	17,160	
Morris & Co.	2,695	25,200	6,481	
Wilson & Co.	5,027	9,200	7,801	
Anglo-Amer. Prov. Co.	1,233	1,200	...	
G. H. Hammond Co.	2,384	5,800	...	
Libby, McNeill & Libby	323	...	...	
Brennan Packing Co.	7,200	hogs; Miller & Hart, 4,900 hogs; Independent Packing Co., 300 hogs; Boyd, Lunham & Co., 200 hogs; Western Packing & Provision Co., 11,300 hogs; Roberts & Oake, 3,000 hogs; Agar Pkg. Co., 8,800 hogs; others, 67,000 hogs.	...	...
Totals: Cattle, 25,724; calves, 8,389; hogs, 135,100; sheep, 48,150.				

## KANSAS CITY.

	Cattle.	Calves.	Hogs.	Sheep.
Armour & Co.	2,066	941	4,234	4,576
Udahy Packing Co.	2,215	687	3,983	3,225
Fowler Packing Co.	406	...	...	...
Morris & Co.	1,969	377	2,387	3,103
Swift & Co.	3,145	581	10,820	5,198
Wilson & Co.	3,163	596	4,133	3,619
Local Butchers	1,001	32	972	2
Totals	14,567	3,214	26,141	22,255

## OMAHA.

	Cattle and Calves.	Hogs.	Sheep.
Armour & Co.	5,150	13,706	10,268
Udahy Pkg. Co.	4,563	10,561	7,569
Bald Pkg. Co.	1,045	8,478	...
Morris & Co.	1,779	2,837	2,708
Swift & Co.	5,537	8,157	12,851
Eagle Pkg. Co.	4	...	...
Glassburg M.	5	...	...
Hoffman Bros.	41	...	...
Omaha Pkg. Co.	55	...	...
J. Rife Pkg. Co.	9	...	...
J. Both & Sons	86	...	...
St. Omaha Pkg. Co.	42	...	...
Lincoln Pkg. Co.	262	...	...
Morell Pkg. Co.	21	...	...
Nagle Pkg. Co.	313	...	...
Sinclair Pkg. Co.	291	...	...
Wilson & Company	130	...	...
J. W. Murphy	3,939	...	...
Others	5,308	...	...
Totals	19,353	66,834	33,516

## ST. LOUIS.

	Cattle.	Calves.	Hogs.	Sheep.
Armour & Co.	1,727	797	1,973	465
Swift & Co.	2,141	835	3,299	881
Morris & Co.	1,270	346	479	78
East Side P Co.	1,444	10	2,168	...
All others	3,437	751	16,004	1,733
Totals	10,019	2,750	23,923	8,157

## ST. JOSEPH.

	Cattle.	Calves.	Hogs.	Sheep.
Swift & Company	2,584	783	8,243	10,043
Armour and Company	1,716	505	4,987	4,851
Morris and Company	1,450	343	3,360	2,184
Others	1,807	19	11,711	3,035
Totals	7,537	1,650	28,301	25,741

## SIOUX CITY.

	Cattle.	Calves.	Hogs.	Sheep.
Cudahy	3,183	267	18,495	4,021
Armour	3,104	236	16,409	4,851
Local Butchers	1,862	257	9,100	3,850
Smith Bros.	144	21	61	...
Others	1,778	109	20,888	236
Totals	10,071	890	62,753	12,958

## OKLAHOMA CITY.

	Cattle.	Calves.	Hogs.	Sheep.
Morris & Co.	1,847	744	4,184	97
Wilson & Co.	1,949	684	4,182	79
Others	97	...	482	...
Totals	3,893	1,428	8,848	176

## WICHITA.

	Cattle.	Calves.	Hogs.	Sheep.
Cudahy Pkg. Co.	821	675	9,892	2,985
Bald Pkg. Co.	867	18	5,063	9
Wichita D. Beef Co.	11	...	...	...
Dunn-Osterberg	95	...	...	...
Keste-LeSturgeon	36	...	...	...
Totals	1,230	693	14,937	2,404

## DENVER.

	Cattle.	Calves.	Hogs.	Sheep.
Swift & Company	842	239	5,836	7,492
Armour & Company	674	138	5,590	7,464
Haynes-Murphy	403	136	5,024	...
Others	480	181	2,450	576
Totals	2,408	694	12,900	15,532

## ST. PAUL

	Cattle.	Calves.	Hogs.	Sheep.
Armour & Company	2,688	3,167	15,507	2,441
Cudahy Packing Co.	425	1,523	...	264
Hertz Bros.	154	12	...	...
Swift & Company	3,719	5,065	19,085	3,800
United Packing Co.	1,213	160	...	...
Others	434	73	24,354	250
Total	8,533	9,828	58,856	6,755

## INDIANAPOLIS.

	Cattle.	Calves.	Hogs.	Sheep.
Foreign	890	2,266	10,730	4,227
Kingan Co.	1,573	853	15,797	3,558
Ind'p. Abt. Co.	1,599	50	795	89
Armour & Co.	483	32	2,298	71
Hilgemeter Bros.	4	...	1,360	...
Brown Bros.	138	20	115	9
Riverview Pkg. Co.	28	...	263	...
Schlosser Pkg. Co.	18	...	330	...
Meier Pkg. Co.	34	5	462	4
Ind. Pkg. Co.	11	6	545	13
A. Walnitz	9	41	...	37
Mass-Hartman Co.	27	6	...	...
Hoosier Abt. Co.	40	...	...	...
Others	298	54	324	80
Total	5,202	3,333	41,959	4,888

## CINCINNATI.

	Cattle.	Calves.	Hogs.	Sheep.
C. A. Freund	119	38	182	...
S. W. Gall	7	...	315	...
J. Hilberg & Son	124	...	84	...
Gus. Juengling	162	32	...	...
E. Kahn's Sons Co.	1,276	402	10,375	98
Kroger Groc. & B. Co.	192	77	3,936	...
Lohrey Pkg. Co.	3	...	336	...
H. H. Meyer P. Co.	21	...	3,566	...
W. G. Rehn & Son	118	23	...	...
A. Sander Pkg. Co.	4	...	1,816	...
J. Schlacter & Son	182	184	...	174
J. & F. Schroth P. Co.	16	...	3,166	...
Vogel & Son	9	4	489	...
J. F. Stegner	214	125	...	...
Total	2,440	942	23,866	710

## MILWAUKEE.

	Cattle.	Calves.	Hogs.	Sheep.
Plankinton Pkg. Co.	874	6,448	7,747	663
U.D.B. Co., N. Y.	18	...	...	...
The Layton Co.	10	...	1,719	...
R. Gums & Co.	135	...	120	...
Armour & Co.	370	3,222	...	...
Butchers	289	95	330	200
Others	228	60	21	43
Totals	1,921	9,825	9,937	931

## RECAPITULATION.

	Cattle.	Calves.	Hogs.	Sheep.
Chicago	25,724	20,190	23,711	...
Kansas City	14,567	15,088	18,184	...
*Omaha	19,333	20,938	20,951	...
St. Louis	7,557	7,300	8,226	...
St. Louis	10,071	9,426	10,421	...
Oklahoma City	3,893	2,582	3,244	...
Indianapolis	5,202	4,436	5,487	...
Cincinnati	2,440	2,341	1,386	...
Milwaukee	1,921	2,157	2,645	...
Wichita	1,330	1,206	1,983	...
Denver	2,408	1,938	2,000	...
St. Paul	8,533	8,167	10,854	...
Total	113,018	102,973	119,633	...

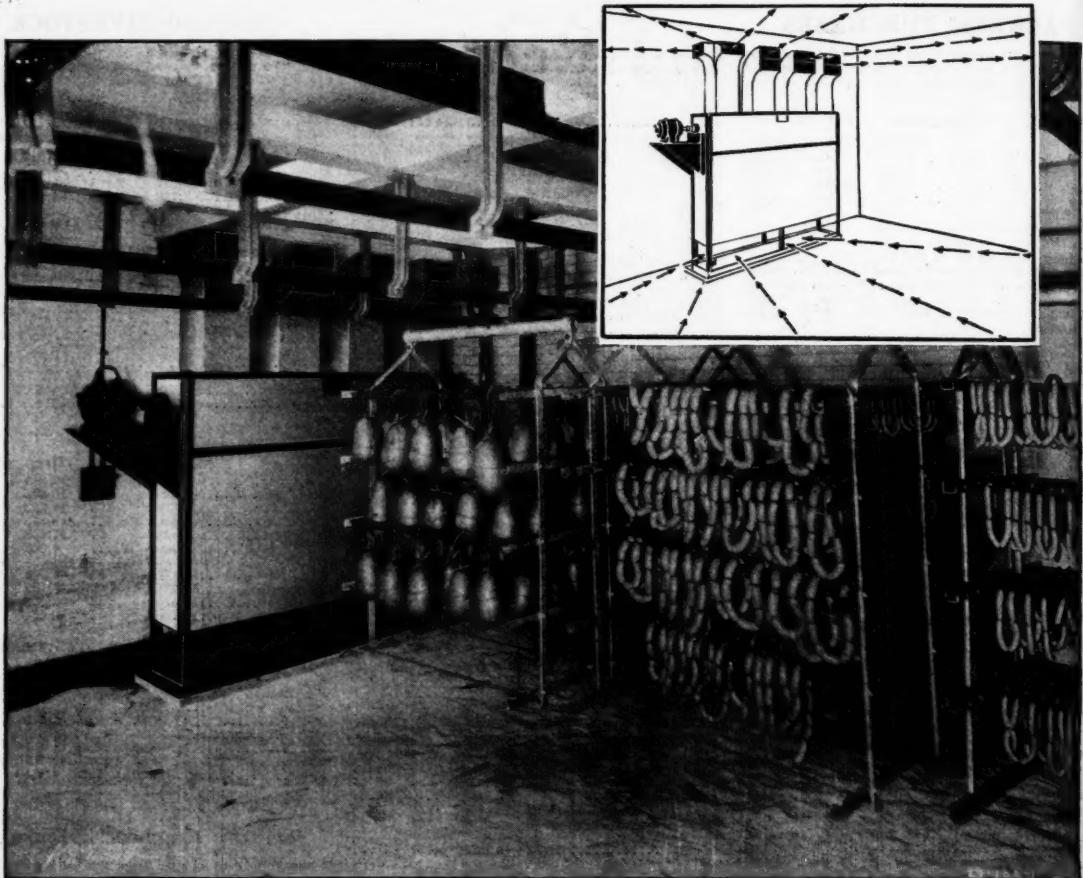
## \*Includes calves.

## HOGS.

	Cattle.	Calves.	Hogs.	Sheep.
Chicago	135,100	170,400	212,000	...
Kansas City	26,141	38,504	35,761	...
Omaha	38,516	71,916	109,186	...
St. Louis	23,923	26,842	58,648	...
St. Louis	23,301	33,678	46,612	...
Oklahoma City	8,848	8,161	8,554	...
Indianapolis	4,888	3,180	3,561	...
Cincinnati	710	584	270	...
Milwaukee	621	527	235	...
Wichita	2,404	2,348	2,608	...
Denver	15,532	13,770	20,621	...
St. Paul	6,755	8,020	6,220	...
Total	514,375	587,632	755,017	...

## SHEEP.

	Cattle.	Calves.	Hogs.	Sheep.
Chicago	48,150	46,847	35,761	...
Kansas City	22,255	26,456	24,717	...
Omaha	38,516	34,718	41,850	...
St. Louis	3,157	8,199	5,600	...
St. Louis	25,741	27,377	29,621	...
Oklahoma City	17			



## Meat Retains Bloom...

HERE you see illustrated a new method of cooling which *creates ideal cooling conditions* at less expense than required for installing and operating previously accepted cooling apparatus.

This is accomplished by a York Air-Cooling Unit. It is a portable, self-contained Unit, needing only connections to brine or ammonia system and electric lines for operation. It takes the place of bunker coils.

The better circulation obtained, plus the relatively high degree of humidity, makes it possible to properly maintain the product at a higher temperature than was formerly considered advi-

ble. The product thus ages and ripens rapidly without excessive shrinkage, and the need for trimming is eliminated. The original bloom and color is maintained.

Ceiling and wall condensation is entirely done away with. Excess surface moisture on the product is also a thing of the past.

Those who have seen York Air-Cooling Units in operation pronounce them an outstanding improvement on all previous cooling methods. For particulars as to capacity, etc., write to *York Heating & Ventilating Corp'n, 1569 Sansom Street, Philadelphia.*

**YORK**  
AIR-COOLING  
UNIT

# YORK Air-Cooling Unit

YORK HEATING & VENTILATING CORP'N, PHILA.

# Ice and Refrigeration

## REFRIGERATION NOTES.

The Capitol Ice & Cold Storage Co. has been granted a charter at Austin, Tex., with capital of \$75,000. A. J. Zilker, Jr., A. Jacobsen and Geo. Shelly are the incorporators.

The City Ice & Fuel Co. has filed for incorporation at Springfield, Mo., to operate a cold storage plant in addition to other purposes. The company will have capital stock of \$15,000.

Work has begun on a cold storage and ice plant to be erected at Crane, Mo., by A. P. Jones of Terre Haute, Ind., for completion by April 1st.

A cold storage and ice plant is being erected at Hope, Ark., by E. R. Brinker of Sulphur Springs, Tex. Mr. Brinker also expects to dress and ship poultry at the new plant.

The Omaha Ice & Cold Storage Co., Omaha, Nebr., has been sold to the W. N. Albertson Co., public utilities engineers and operators. Fred J. Reuth remains as general manager.

## REFRIGERATING PROCESS WASTEFUL.

Present methods employed in the application of refrigeration are admittedly wasteful and uneconomical, in the opinion of George B. Bright, past president of the American Society of Refrigerating Engineers. In the opening address at the annual convention of the organization recently, he said:

"Perhaps no other industry will in the future lead itself, as well as others, to greater advancement than the refrigeration industry. The production of power from coal, oil and gas, where only a small percentage of the total energy is used is a fair example. The future developments of refrigeration perhaps will lead us to greater economies and conservation of our power sources.

"A year ago, at the annual gathering of this organization, we were told that the technology of the refrigerating engineer and the heating engineer are basically identical. The heating engineer wishes to conserve and make heat available, while the refrigerating engineer wishes to take heat out, throw it away, and prevent its return. In a like manner the thermodynamic problems of the power plant engineer are identical in process though reversed in direction.

"It is safe to predict that the greatest economies of the future use of power lie in the combined heating and refrigerating principles—for commercial and industrial purposes."

## SERVES SEVENTY-FIVE YEARS.

For a firm to have served its customers over a period of twenty-five years is a worthy record. To have been in business for over fifty years is a signal honor. But to have passed three-quarters of a century as an engineering concern under one management is a distinction enjoyed by few companies in America.

The Frick Company, Inc., Waynesboro, Pa., manufacturers of ice-making

and refrigerating machines, celebrated its seventy-fifth birthday last year. To commemorate the event the company has issued "Seventy-Five Years of Progress," a 70-page booklet which it is distributing to its customers and friends.

Attractively printed on heavy stock and copiously illustrated, the booklet contains much that is worth while to the man interested in the romance of business, and particularly to the one connected directly or indirectly with ice making, cold storage and refrigeration.

From it we learn that the Frick Company had its origin in 1853 when George Frick, a millwright, built a factory in Ridgeville (now Ringgold), Md., and commenced the manufacture of steam engines. In this connection it is interesting to note that his first type consisted of a strong wooden frame, on one end of which the cylinder was bolted, the shaft being on the other end with the guide bars in the center. Later the frames were made of iron.

The business prospered despite the many obstacles that had to be overcome, and in 1870 was moved to Waynesboro, Pa.

The capital of the company was increased from time to time, as the needs of the business indicated, until at the present time it has an authorized capital stock of \$5,000,000 par value of 6 per cent preferred stock and 100,000 shares of common stock without par value.

One section of the booklet is of particular interest to refrigerating engineers, and others in contact with refrigeration and cold storage, dealing with the history of cold storage from earliest times to the present. Here a brief history is given of the efforts of individuals and companies to perfect a method of refrigeration.

The third section of the booklet is devoted to a picture of the development of Frick refrigerating equipment. Numerous illustrations and the text depict the development of the refrigerating machine from the first crude types to the well-designed, efficient machines of today. As far back as 1887, the company was building machines with a capacity of 150 tons of refrigeration, the first one of this size being sold to Armour and Company.

## HIDE AND SKIN IMPORTS.

Imports of hides and skins into the United States in the first eleven months of the current year showed an increase of approximately 66,773,000 lbs. over the corresponding period of 1927, according to the U. S. Department of Commerce. Hide and skin imports for the eleven-month period ended November, 1928, totaled 475,763,492 lbs. valued at \$141,976,233, compared with 408,990,853 lbs. valued at \$102,959,068 in the same period last year.

Receipts of cattle hides from abroad, including dry or dry salted and wet salted, totaled 5,955,090 pieces weighing 262,653,710 lbs. and valued at \$61,057,380 for the period named, an increase over 1927 of 1,331,341 pieces, 48,810,802 lbs. and \$24,463,991.

Kipskin and calfskin imports also increased over the previous eleven-month period, this year totaling 6,324,645 pieces weighing 41,007,526 lbs. and valued at \$14,770,164, against 6,293,991 pieces, 40,891,493 lbs., valued at \$11,915,399 last year.

Sheep and lambskin imports showed further advances over 1927, being reported as follows: Jan.-Nov., 1928—23,998,831 pieces, weighing 59,075,784 lbs., valued at \$19,381,151; Jan.-Nov., 1927—21,173,923 pieces, 58,609,020 lbs., valued at \$15,229,690. In the official statistics three classes of sheep and lambskins are shown, those woolled, dry and green; slats, dry, no wool; and pickled skins.

## DEATH OF "101 RANCH" PACKER.

Col. George L. Miller, one of the Miller brothers, owners of the 101 Ranch in Oklahoma and of packing-houses at Ponca City and Marland, Okla., was killed in an automobile accident near Ponca City, on February 2. He was 48 years of age. Another brother, Col. Joe Miller, died of monoxide gas poisoning less than a year ago.

The Miller brothers, of whom only one now survives, have been picturesque figures in the livestock industry of the Southwest for many years. Owners of a 110,000-acre ranch in Oklahoma, they extended their livestock purchases and feeding operations to many states. Within the past few years they bought large numbers of Florida range cattle, shipping the best of the feeders to pastures in Texas, New Mexico and Oklahoma, and slaughtering thousands of head at the Armour and Company plant in Jacksonville. From this point they distributed boneless beef for manufacturing purposes to many eastern centers.

The Miller brothers were advocates of the use of cattle showing Brahman characteristics for the kosher trade, because of the greater weight in the forequarters.

## S. OPPENHEIMER IN NEW PLANT.

S. Oppenheimer & Co., casings manufacturers, have occupied their new modern plant and headquarters at 610-624 Root street, Chicago, only two blocks from the entrance to the Union Stock Yards. Messrs. Coleman, Salzman, Richter and the other Chicago executives of the company have been kept busy receiving their friends in the trade and showing them through the new plant and offices.

On January 1st, 1929, they discontinued the machinery branch of the business, and henceforth will devote themselves to sausage casings exclusively. Machinery heretofore manufactured and catalogued, as well as repair parts and sundry items, will be marketed in the future by the Berg-Michel Machinery and Supply Co. Mr. A. A. Berg, of the company, supervised the machinery department for more than 25 years. Under his direction the Berg-Michel Company will continue to manufacture and distribute a complete line of sausage room and packinghouse equipment.

## NOV. FEDERAL SLAUGHTER.

Livestock slaughtered under federal inspection at various centers in the United States during November, 1928, with comparisons, are reported by the U. S. Bureau of Agricultural Economics as follows:

	Cattle.	Calves.	Hogs.	Sheep.	
Baltimore	6,719	602	2,140	88,894	
Buffalo	8,715	2,310	7,176	91,001	
Chicago	167,479	48,820	222,300	641,186	
Cincinnati	12,705	5,387	5,974	94,909	
Cleveland	8,182	5,023	1,247	99,045	
Denver	11,414	1,943	17,400	24,024	
Detroit	6,989	6,249	29,182	110,832	
Fort Worth	38,673	41,640	12,274	28,247	
Indianapolis	15,844	3,591	4,319	121,484	
Kansas City	73,206	16,197	75,516	216,386	
Milwaukee	17,574	38,586	9,238	171,401	
National Stock Yards	33,418	7,175	18,257	125,206	
New York	34,908	50,355	228,276	140,039	
Omaha	62,137	5,941	119,961	115,006	
Phila.	5,452	6,344	16,513	91,800	
St. Louis	18,472	4,187	4,971	164,088	
Sioux City	25,704	2,355	63,312	78,907	
South St.	30,428	5,610	67,284	114,218	
South St.	Paul	49,734	56,638	114,485	294,445
Wichita	6,010	2,038	3,137	51,326	
Other points	135,943	66,870	153,295	1,592,106	

Total:  
Nov., 1928 762,045 277,969 1,180,416 4,455,273  
Nov., 1927 881,483 409,765 1,071,361 3,688,439  
11 mos.  
ended Nov., 1928 7,800,429 4,330,223 12,435,450 44,013,372  
11 mos.  
ended Nov., 1927 8,758,961 4,490,421 11,789,075 38,764,852

Inspections of lard at all establishments, 140,876,259 inspection lbs.; compound and other substitutes, 43,362,967 inspection lbs.; sausage, 67,122,333 inspection lbs.

Corresponding inspections for November, 1927: Lard, 122,753,448 inspection lbs.; compound and other substitutes, 34,152,583 inspection lbs.; sausage, 67,664,533 inspection lbs.

(These totals of inspection pounds do not represent actual production, as the same product may have been inspected and recorded more than once in the process of manufacture.)

## KINDS OF LIVESTOCK KILLED.

Classification of livestock slaughtered during November and previous months of 1928, based on reports from about 600 packers and slaughterers whose slaughtering equalled nearly 75 per cent of the total slaughter under federal inspection, is reported by the U. S. Department of Agriculture, with comparisons, as follows:

	Cattle		Hogs		Sheep and lambs	
	Pct.	Pct.	Pct.	Pct.	Pct.	Pct.
1927						
Jan.	45.04	51.51	3.45	56.31	43.28	0.40
Feb.	49.55	47.49	2.96	55.38	44.18	0.44
Mar.	50.15	46.01	3.84	55.47	44.06	0.44
Apr.	50.33	46.07	3.54	52.96	46.35	0.55
May	57.21	38.02	3.70	50.48	48.96	0.58
June	51.61	44.29	4.06	46.87	52.35	0.74
July	52.97	42.64	4.38	40.19	58.05	0.78
Aug.	50.11	44.68	2.51	36.96	62.21	0.50
Sept.	49.57	47.37	3.06	38.04	61.18	0.78
Oct.	36.94	59.12	3.94	44.90	54.88	0.72
Nov.	35.38	61.61	3.21	48.78	50.67	0.55
Dec.	38.04	57.83	3.13	53.99	45.55	0.46
Av.	47.01	49.27	3.72	49.10	50.31	0.59
1928						
Jan.	38.04	57.42	3.46	53.11	46.34	0.55
Feb.	45.82	51.14	2.94	53.97	45.64	0.58
Mar.	49.23	47.58	3.16	53.45	46.05	0.50
Apr.	52.60	44.15	3.26	51.55	47.78	0.67
May	54.54	41.14	4.32	48.32	51.02	0.66
June	52.12	45.17	4.71	44.21	54.82	0.64
July	50.47	44.09	4.84	37.24	61.98	0.78
Aug.	46.31	46.08	4.60	35.84	63.83	0.58
Sept.	43.27	52.46	4.27	39.11	60.18	0.71
Oct.	35.78	59.39	4.33	43.49	55.91	0.60
Nov.	37.00	59.48	3.52	46.06	53.47	0.45
Av.	47.01	49.27	3.72	49.10	50.31	0.59

## NEW ABATTOIR FOR PORTUGAL.

The municipality of Oporto, Portugal, is calling for bids on the purchase and installation of modern machinery and equipment in connection with the proposed abattoir and packing plant.

## THE NATIONAL PROVISIONER

## FOREIGN TRADE REPORT.

(Continued from page 25.)

most cases have been waived, and the B. A. I. certificate was accepted as sufficient proof of origin. Some of these negotiations are still pending, owing to unavoidable delay.

A number of requests for information were received from individual member companies and were handled by the committee. By means of bulletins, the committee continued to advise exporting members regarding trade opportunities, tariff changes, foreign meat trade conditions, and in fact, on all matters in which it appeared exporting members might be interested.

The Committee on Foreign Relations and Trade consisted of Charles E. Herrick, Chairman; R. J. Christman, James G. Cowrie, T. Henry Foster, Robert Johnson, Robert Mair, George Marples, John W. Rath, John Roberts, M. Rosenbach, W. W. Shoemaker, R. S. Sinclair and W. R. Sinclair.

## PACKERS AND PRODUCERS JOIN.

That livestock producers and packers are working together closely and effectively in the consideration of their mutual problems is indicated clearly by the report of the Committee to Confer with Live Stock Producers of the Institute of American Meat Packers, of which Thomas E. Wilson is Chairman. Mr. Wilson's annual report states:

"The Committee to confer with Live Stock Producers has been unusually active during the past year. In addition to maintaining contacts between representatives of the Institute and national producer organizations, and cooperating with colleges of agriculture and producers in cooperative undertakings, the committee has interested itself in assisting producer organizations in their programs of work.

"The committee has worked closely with the National Swine Growers' Association, for instance, in an effort to bring about a better understanding between producers of swine and consumers of pork.

"Our contacts with the swine growers all over the country have, we feel, been very helpful in clarifying much of the misunderstanding with respect to swine and type that has heretofore existed between producers and packers. A number of conferences were held with swine growers from hog producing sections of the country by representatives of the committee and the Institute in this connection. Members of the committee have taken advantage of many other opportunities during the year for working closely with producers on matters considered of mutual interest.

"The committee has cooperated vigorously with the Committee on Improved Live Stock Production in conferences with representatives of colleges of agriculture and producers on questions of swine management.

"It is again a pleasure to report that the feeling of confidence among livestock producers and packers is becoming more and more one of understanding. We feel that the activities of the committee during the past year have been a distinct step forward in solving many of the producer-packer problems in the meat and livestock industry.

"We have endeavored at all times to

present our problems to producers in as clear and as fair a fashion as possible. We believe that there is very little misunderstanding, if any, between producers and packers when the views of packers and of producers can be presented clearly.

"During the year producers all over the country have sought eagerly the views of the packing industry on many important questions. Producers have called members of the committee into conference on a number of occasions to discuss questions of mutual interest. One conference was called by the president of an agricultural college for the purpose of discussing with producers and packers and agriculturists generally current questions which were of great importance to the industry.

"The committee has also worked closely with the Special Committee to Study Live Stock Marketing Methods, as well as with the Committee on Live Stock Losses and the Committee on Hides.

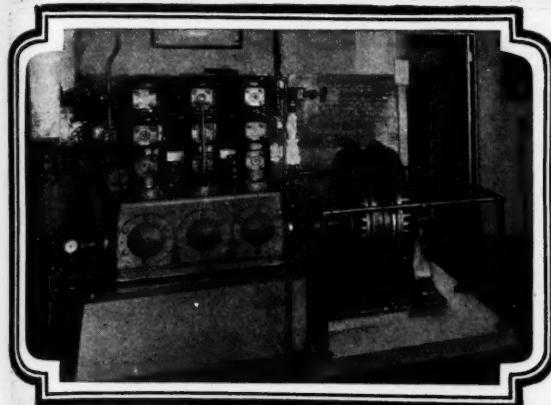
"The following are among the most important livestock shows and producer meetings at which the committee has been represented: National Wool Growers' Association, Texas & Southwest Cattlemen's Association, American Farm Bureau Federation, Illinois Agricultural Association, American National Live Stock Association, National Producers' Association, Kansas Live Stock Association, National Swine Growers' Annual Meeting and National Swine Show, National Swine Congress, National Western Stock Show, American Royal Live Stock Show, International Live Stock Exposition, Indiana State Fair, Illinois State Fair, Wisconsin State Fair, Central States Exposition, Ohio State Fair, Tennessee State Fair, New York State Fair, U. S. Live Stock Sanitary Association, Colorado Wool Growers' Association.

"Members of the Institute staff and members of the committee have established contacts with producers at such gatherings as Stock Feeders' Day at the Iowa State College and at the University of Nebraska and the University of Illinois.

"The committee has worked closely with producers through the National Live Stock and Meat Board, of which the Chairman of the Committee is Vice Chairman. It has been represented on the programs of a number of meetings of livestock producers. It has held such special meetings under the auspices of various organizations with producers to assist them in questions of management, production and general animal husbandry from the packers' point of view in Pennsylvania, Iowa, Ohio and Wisconsin.

"Throughout the year the committee has stressed the importance of swine type, swine performance and the value of meat as a part of the diet."

The Committee to Confer with Live Stock Producers consisted of Thomas E. Wilson, Chairman; W. N. W. Blayney, E. A. Cudahy, Jr., James T. Doyle, Otto Finkbeiner, H. O. Fisher, E. L. Flippin, James A. Gallagher, E. D. Henneberry, C. J. Hooper, Ben F. Hormel, Philip W. Jones, R. T. Keefe, Fred Krey, J. B. McCrea, G. H. Nuckolls, R. E. Paine, E. S. Papy, J. C. Peyton, Robert E. Power, Isaac Powers, Robert Swanston, Charles H. Swift, E. A. Tovrea, Robert E. Vissman, F. Edson White and W. H. White.



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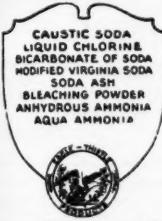
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# Chicago Section

E. A. Myers, head of the Green Bay Soap Works, Green Bay, Wis., was in the city this week.

Frank Kohrs, vice-president of the Kohrs Packing Co., Dubuque, Ia., spent a day in Chicago this week on business.

Packers' purchases of livestock at Chicago for the first four days of this week totaled 23,380 cattle, 10,752 calves, 44,352 hogs and 28,004 sheep.

Major E. L. Roy, of Cross, Roy & Harris, Chicago brokers, has returned with Mrs. Roy from a tour of several weeks' duration through the East, including a stay in Atlantic City.

Provision shipments from Chicago for the week ended Feb. 2, 1929, with comparisons, are as follows:

	Cor. week,
	Last wk. Prev. wk.
Cured meats, lbs.	18,088,000
17,174,000	15,145,000
Fresh meats, lbs.	38,514,000
37,310,000	41,033,000
Lard, lbs.	8,424,000
7,849,000	7,439,000

Ray L. Fischer of the Armour and Company organization at Milwaukee, Wis., is leaving this week for Panama City, Panama, where he will be office manager for Armour and Company at that point.

C. F. How, manager of the Chattanooga, Tenn., branch of Wilson & Co., Inc., was in Chicago recently attending the annual convention of the National Canners' Association, and took this occasion to visit many of his friends in the Yards.

James Keating, who recently completed 45 full years of service as lard inspector for the Chicago Board of Trade, retired a short while ago at the age of 76. "Jim," as he is known by most Chicago traders, is said to have handled during his long period of service more lard than any other one person in the world. His many friends wish him well.

Friends of E. C. Merritt, of the St. Louis Independent Packing Co., will be glad to learn that he is slowly improving after his recent operation and severe illness. He is at the Nueces hotel, Corpus Christi, Tex., where he is getting the full benefit of the sunshine and other attractions of the Gulf coast, spending his time out of doors, with no thought of business for the present.

L. Harry Freeman, of Ramsey & Co., Chicago, who pursues packinghouse brokering as a vocation and toastingmastering and song-writing as an avocation, was being congratulated this week on the marriage of his daughter, Florence, to David D. Bixler of New York. The wedding took place on February 4 at the Kenwood New church, and was followed by a reception at the Shoreland Hotel. An interesting incident of the reception was the playing by the orchestra of the famous song, "Honey Boy," of which it may not be generally known that Harry Freeman is the composer.

## VETERAN CATTLE BUYER DIES.

Edward Hess, steer buyer for Armour and Company and one of the best-known and best-liked men in the cattle trading business, died at the Michael Reese hospital in Chicago on February 5, at the age of 58.

He died literally "with his boots on," complications of pneumonia and an acute heart attack setting in as a result of his exposure incurred while buying cattle in cold, blizzardy weather a week ago. Not only was Mr. Hess an expert judge of livestock, but he was fair and square in his dealings and always considerate of his associates.

His father, Isaac Hess, was in the packing business at the time Edward Hess went to work in the Chicago stockyards, at the age of 14. For 39 years he was associated with the cattle buying department of Morris & Co., and for the past five years had been with Armour and Company in like capacity.

His family connections have long been associated with the livestock and packing industry. Nelson Morris, founder of Morris & Co., was his uncle. One of his sons, Stanley E. Hess, is associated with the E. G. James Co., Chicago brokers. Another son, Edward Hess, Jr., is at present a calf buyer for Armour and Company, and a cousin, Lee, also is connected with the trade.

Funeral services were held the afternoon of February 6 at the Furth chapel.



DR. L. M. TOLMAN.

Who has been appointed general manager of the research and technical department of Wilson & Co. Dr. Tolman, who has been identified with the industry for many years in technical and research capacities, is splendidly fitted for his new duties, where all problems having to do with improvements of processes and products or development of new processes will come under his charge.

## TRADE GLEANINGS

Huston & Bennett, Inc., have engaged in business at The Dalles, Ore., with capital of \$25,000, to maintain a slaughter house.

Fire which recently swept part of the plant of the Cuero Cotton Oil Mfg. Co., Cuero, Tex., resulted in damage estimated at \$15,000.

The Flint Sausage Works, 1317 St. John St., Flint, Mich., has been succeeded by the Flint Sausage Works, Inc., with capital of \$80,000.

The Eastern Market Sausage Co., Inc., has been incorporated at 1521 Winder St., Detroit, Mich., with capital of \$75,000, to manufacture sausage.

A recent fire at the cottonseed oil refining plant of the Van Camp Packing Co., Louisville, Ky., resulted in an estimated loss of \$50,000, confined mainly to the office and laboratory.

The Shenandoah Abattoir Co., Shenandoah, Pa., was damaged by fire recently with an estimated loss of \$30,000, confined largely to the warehouse building, which will be rebuilt in the near future.

John Morrell & Company of Ottumwa, Ia., is planning to erect a new branch house at Mobile, Ala., to cost approximately \$75,000. Building contracts have been awarded for completion of the project by about June 1st, when the present Mobile quarters will be abandoned.

The Wesson Oil & Snowdrift Co., a subsidiary of the Southern Cotton Oil Co., has purchased the Gretna, La., properties of the Gulf & Valley Cotton Oil Co., Ltd., of New Orleans. The enterprise, which will be continued by the Southern organization under the name of the Gulf & Valley Cotton Oil Co., Inc., includes a vegetable oil refinery and shortening plant.

The Globe Fico Manufacturing Co. has been formed at El Paso, Tex., as a result of the consolidation of the Globe-El Paso Cotton Oil Co., El Paso Grain & Milling Co. and the Globe Ice & Cold Storage Co. Officers of the new concern, which has a combined capital of \$1,000,000, are Wm. E. Keller, president; Mrs. Helen M. Keller, vice-president; Oscar J. Allen, vice-president; L. D. McComas, vice-president; Mrs. Fred Coeline, secretary and treasurer.

## MISSOURI PACKERS PROSPER.

At the annual stockholders' meeting of the Springfield Packing Co., Springfield, Mo., the following officers were elected for the ensuing year: President, J. E. Wilson; vice-president, C. F. Henschel; secretary-treasurer, J. J. Harutin. The plant has been under new management for the past six months, and in that time has shown a substantial increase in sales and profits. J. L. Crocker of Joplin, Mo., will continue as general manager of the company, and S. S. Conway as general superintendent. Following the annual meeting a lunch of the company's "Gold Bond" products was served to stockholders on the sanitary killing floor.

## Chicago Provision Markets

Reported by THE NATIONAL PROVISIONER DAILY  
MARKET SERVICE

## CASH PRICES.

Based on Actual Carlot Trading, Thursday.  
Feb. 7, 1929.

Regular Hams.

	Green.	S. P.	LARD—	Open.	High.	Low.	Close.
8-10	10%	10%	Feb. 11.85	11.85	11.90	11.85	11.85
10-12	10%	10%	Mar. 11.82-12.05	12.00	11.90	12.00	12.00
12-14	10%	10%	May 12.25	12.35	12.22-12.50	12.32-12.50	12.32-12.50
14-16	10%	10%	July 12.50	12.60	12.50	12.60	12.60
16-18	10%	10%					
18-20	10%	10%					
10-16 Range	10%	10%					
16-22 Range	10%	10%					

S. P. Boiled Hams.

	H. Run.	Select.	LARD—	Open.	High.	Low.	Close.
16-18	17 1/2	18	May 12.95	12.95	12.95	12.95	12.95
18-20	17 1/2	18	July	13.50	13.50	13.50	13.50
20-22	17 1/2	18					

Skinned Hams.

	Green.	S. P.	LARD—	Open.	High.	Low.	Close.
10-14	21	19 1/2	Feb.	11.85	11.85	11.85	11.85
14-16	21	19 1/2	Mar.	11.82-12.05	12.00	11.90	12.00
16-18	21	19 1/2	May 12.25	12.35	12.22-12.50	12.32-12.50	12.32-12.50
18-20	20%	18%	July 12.50	12.60	12.50	12.60	12.60
20-22	20%	18%					
22-24	19 1/2	18%					
24-26	17 1/2	17					
26-30	16%	16 1/2					
30-35	16	16					

Picnics.

	Green.	S. P.	LARD—	Open.	High.	Low.	Close.
4-6	12%	12 1/2	Feb.	12.00	12.00	12.00	12.00
6-8	12%	12	Mar.	12.00	12.00	12.00	12.00
8-10	11%	11 1/2	May 12.00	12.00	12.00	12.00	12.00
10-12	11	10 1/2	July 12.00	12.00	12.00	12.00	12.00
12-14	10%	10 1/2					

Bellies.\*

	Green.	Cured.	LARD—	Open.	High.	Low.	Close.
6-8	18%	17 1/2	Feb.	11.95	11.95	11.92-12.05	11.92-12.05
8-10	17%	17	Mar. 12.25	12.30	12.20-12.50	12.22-12.50	12.22-12.50
10-12	17	16 1/2	July 12.50	12.55	12.50	12.50	12.50
12-14	15%	16					
14-16	15 1/2%	15 1/2					
16-18	15	15					

\*Square Cut and Seedless.

D. S. Bellies.

	Clear.	Rib.	LARD—	Open.	High.	Low.	Close.
14-16	13	13	Feb.	11.80	11.80	11.77-12.00	11.77-12.00
16-18	13	13	Mar. 11.80	11.80	11.77-12.00	11.77-12.00	11.77-12.00
18-20	12%	12%	May 12.25	12.30	12.20-12.50	12.22-12.50	12.22-12.50
20-25	12%	12%	July 12.50	12.55	12.50	12.50	12.50
25-30	12%	12%					
30-35	12%	12%					
35-40	12%	12%					
40-50	11%	11%					

D. S. Fat Backs.

	9	LARD—	Open.	High.	Low.	Close.
8-10	9	Feb.	11.80	11.80	11.77-12.00	11.77-12.00
10-12	10	Mar. 11.80	11.80	11.77-12.00	11.77-12.00	11.77-12.00
12-14	10 1/2	July 14.35	14.35	14.30	14.30	14.30
14-16	11 1/2					
16-18	12 1/2					
18-20	12 1/2					
20-25	12 1/2					

D. S. Rough Ribs.

	12	LARD—	Open.	High.	Low.	Close.
Feb.	11.80	11.80	11.77-12.00	11.77-12.00	11.77-12.00	11.77-12.00
Mar.	11.90	11.90	11.85-12.00	11.85-12.00	11.85-12.00	11.85-12.00
May	12.17-12.20	12.22-12.25	12.17-12.20	12.17-12.20	12.17-12.20	12.17-12.20
July	12.47-12.50	12.50	12.42-12.50	12.42-12.50	12.42-12.50	12.42-12.50
Sept.	12.50	12.50	12.77-12.80	12.77-12.80	12.77-12.80	12.77-12.80

CLEAR BELLIES—

	13.30	LARD—	Open.	High.	Low.	Close.
May	13.30	13.30	12.90	12.90	12.90	12.90
July	13.30	13.30	12.90	12.90	12.90	12.90

## FUTURE PRICES.

SATURDAY, FEBRUARY 2, 1929.

LARD—

Open.

High.

Low.

Close.

LAMB—

Open.

## CHICAGO MARKET PRICES

## WHOLESALE FRESH MEATS.

## Carcass Beef.

	Week ended	Cor. week.
Feb. 7, 1929.		1928.
Prime native steers	23	25
Good native steers	21	23
Medium steers	19	21
Heifers, good	19	22
Owls	14	18
Hind quarters, choice	26	30
Hind quarters, choice	19	20

## Beef Cuts.

Steer loins, No. 1	41	52
Steer loins, No. 2	37	44
Steer short loins, No. 1	50	71
Steer short loins, No. 2	43	56
Steer loin ends (hips)	32	33
Steer loin ends, No. 2	31	34
Owl loins	28	32
Owl short loins	33	38
Owl loin ends (hips)	23	20
Steer ribs, No. 1	28	37
Steer ribs, No. 2	28	33
Owl ribs, No. 2	22	22
Owl ribs, No. 3	15	14
Steer rounds, No. 1	19	20
Steer Rounds, No. 2	19	20
Steer chuck, No. 1	18	19
Steer chuck, No. 2	17	17
Owl chuck	17	17
Owl plates	15	15
Medium plates	13	15
Briquets, No. 1	13	13
Steer navel ends	11 1/2	12
Owl navel ends	11 1/2	12
Owl shanks	13 1/2	11 1/2
Hind shanks	10	10
Strip loins, No. 1, boneless	60	60
Strip loins, No. 2	55	55
Steak butts, No. 1	36	40
Steak butts, No. 2	28	30
Beef tenderloins, No. 1	75	73
Beef tenderloins, No. 2	70	68
Bump butts	20	20
Flank steaks	60	60
Shoulder clods	19	20
Hanging tenderloins	18	18

## Beef Products.

Brains (per lb.)	12	10
Hearts	9	8
Tongues, 4@5	81	29
Sweetbreads	45	38
Ox tails, per lb.	17	15
Fresh tripe, plain	7	8
Fresh tripe, H. C.	10	8
Livers	16	24
Kidneys, per lb.	15	10

## Veal.

Choice carcass	24	25
Good carcass	18	23
Good saddles	25	30
Good backs	18	20
Medium backs	12	14

## Veal Products.

Brains, each	14	12
Sweetbreads	90	75
Calf livers	57	58

## Lamb.

Choice lambs	28	28
Medium lambs	27	25
Choice saddles	32	30
Medium saddles	30	28
Choice foars	24	19
Medium foars	22	17
Lamb fries, per lb.	33	32
Lamb tongues, per lb.	16	13
Lamb kidneys, per lb.	30	30

## Mutton.

Heavy sheep	17	12
Light sheep	18	14
Heavy saddles	18	14
Light saddles	20	16
Heavy foars	14	10
Light foars	16	12
Button legs	21	18
Mutton loins	15	15
Mutton stew	12	10
Sheep tongues, per lb.	15	13
Sheep heads, each	10	10

## Fresh Pork, Etc.

Pork loins, 8@10 lbs. av.	19	14 1/2@15
Porcine shoulders	14	12
Skinned shoulders	15	11@11 1/2
Tenderloins	45	49@50
Spare ribs	12	10@11
Back fat	14	12
Bacon butts	17 1/2	18@14
Hecks	12	10
Tails	12	11
Neck bones	4 1/2	4
Slip bones	14	10
Blade bones	13	11
Pier' feet	6	5
Kidneys, per lb.	11	7
Livers	6 1/2	6
Brains	6	6
Mars	6	6
Scouts	6	5
Heads	7	8

## Carcass Beef.

## DOMESTIC SAUSAGE.

Fancy pork sausage, in 1-lb. carton	27
Country style sausage, fresh in link	20
Country style sausage, fresh in bulk	18
Country style sausage, smoked	20
Frankfurts in sheep casings	24 1/2
Frankfurts in hog casings	21 1/2
Bologna in beef bungs, choice	18 1/2
Bologna in cloth, parafined, choice	16 1/2
Bologna in beef middles, choice	18
Smoked liver sausage in hog bungs	19
Smoked liver sausage in hog casings	21
Liver sausage in beef rounds	19
Head cheese	28
New England luncheon specialty	21
Tongue sausage	24
Blood sausage	19
Po'ish sausage	21
Souse	17

## DRY SAUSAGE.

Cervelat, choice, in hog bungs	47
Thuringer Cervelat	27
Farmers	33
Holsteiner	22
B. C. Salami, choice	47
Milano Salami, choice, in hog bungs	22
B. C. Salami, new condition	47
Frisses, choice, in hog middles	28
Genoa style Salami	45
Pepperoni	41
Mortadella, new condition	26
Capicoll	53
Italian style hams	40
Virginia hams	53

## SAUSAGE IN OIL.

Bologna style sausage in beef rounds	5.50
Small tins, 2 to crate	7.50
Large tins, 1 to crate	7.50
Frankfurt style sausage in sheep casings	8.00
Small tins, 2 to crate	9.00
Large tins, 1 to crate	7.50
Frankfurt style sausage in hog casings	7.50
Small tins, 2 to crate	8.00
Large tins, 1 to crate	7.00
Smoked link sausage in hog casings	7.00
Small tins, 2 to crate	8.00
Large tins, 1 to crate	8.00

## SAUSAGE MATERIALS.

Regular pork trimmings	10
Special lean pork trimmings	16
Extra lean pork trimmings	18
Neck bone trimmings	12 1/2
Pork cheek meat	12
Pork hearts	9 1/2
Native boneless bull meat (heavy)	18 1/2
Boneless chuck	16 1/2
Shank meat	14 1/2
Beef trimmings	13 1/2
Beef hearts (trimmed)	11 1/2
Dressed canners, 300 lbs. and up	12
Dressed canners, 350 lbs. and up	12 1/2
Dr. bologna bulls, 500@700 lbs.	15
Beef tripe	5 1/2@6
Cured pork tongues (can. trim.)	13 1/2@14

## SAUSAGE CASINGS.

## (F. O. B. CHICAGO)

Beef casings:	Domestic round, 120 pack	45	50
	Domestic round, 140 pack	47	55
	Wide export rounds	55	62
	Native export rounds	50	65
	No. 1 weanlings	55	62
	No. 2 weanlings	56	64
	No. 1 bungs	60	64
	No. 2 bungs	62	66
	Regular middles	61.15	62.25
	Selected wide middles	62.25	63.50
	Dried bladders, 12/15	62.00	63.00
	10/12	61.80	62.80
	8/10	61.60	62.60
	6/8	61.35	62.35
Hog casings:			
	Narrow, per 100 yds.	63.25	
	Narrow, special, per 100 yds.	62.25	
	Medium, regular, per 100 yds.	140@150	
	Wide, per 100 yds.	90@100	
	Extra wide, per 100 yds.	91.00	
	Export bungs	65	
	Large prime bungs	34.00	37
	Medium prime bungs	18.00	14
	Small prime bungs	8.00	6.00
	Middles	18	20
	Stomachs	60	10

Quotations for large lots. Smaller quantities at usual advance.

## VINEGAR PICKLED PRODUCTS.

Regular tripe, 200-lb. bbl.	16.00
Honeycomb tripe, 200-lb. bbl.	18.00
Pocket honeycomb tripe, 200-lb. bbl.	18.00
Pork feet, 200-lb. bbl.	15.50
Pork tongues, 200-lb. bbl.	7.00
Lamb tongues, long cut, 200-lb. bbl.	55.00
Lamb tongues, short cut, 200-lb. bbl.	71.00
Mess pork, regular	28.00
Family back pork, 20 to 34 pieces	30.00
Family back pork, 35 to 58 pieces	30.00
Clear back pork, 40 to 50 pieces	27.00
Clear plate pork, 25 to 35 pieces	20.00
Brisket pork	27.00
Bacon pork	21.00
Plate beef	50.00
Extra plate beef, 200 lb. bbls.	51.00

## BARRELED PORK AND BEEF.

## Mutton

## COOPERAGE.

Ash pork barrels, black iron hoops	61.65	61.71
Ash pork barrels, black iron hoops	1.72 1/2	1.77
Ash pork barrels, galv. iron hoops	1.85	1.87
White oak ham tierces	8.18	8.19
Red oak ham tierces	2.43 1/2	2.45
White oak lard tierces	2.62 1/2	2.65

## OLEOMARGARINE.

Highest grade natural color animal fat	11 1/2
margarine in 1 lb. cartons, rolls or	11 1/2
prints, f.o.b. Chicago	12 1/2
White animal fat margarine in 1 lb.	12 1/2
cartons, rolls or prints, f.o.b. Chicago	12 1/2
Nut. 1 lb. cartons, f.o.b. Chicago	12 1/2
(30 and 60 lb. solid packed tubs, 1c per lb. less.)	12 1/2
Pastry, 50-lb. tubs, f.o.b. Chicago	12 1/2

## DRY SALT MEATS.

Extra short clears	11 1/2
Short clear middles, 60-lb. avg.	12 1/2
Clear bellies, 14@16 lbs.	12 1/2
Clear bellies, 14@16 lbs.	12 1/2
Rib bellies, 20@25 lbs.	12 1/2
Rib bellies, 25@30 lbs.	12 1/2
Fat backs, 10@12 lbs.	10
Fat backs, 14@16 lbs.	11 1/2
Regular plates	9 1/2
Butts	9
Extra short clears	11 1/2
Short clear middles	12 1/2
Clear bellies, 14@16 lbs.	12 1/2
Clear bellies, 14@16 lbs.	12 1/2
Rib bellies, 20@25 lbs.	12 1/2
Rib bellies, 25@30 lbs.	12 1/2
Fat backs, 10@12 lbs.	10
Fat backs, 14@16 lbs.	11 1/2
Regular plates	9 1/2
Butts	9
Extra short clears	11 1/2
Short clear middles	12 1/2
Clear bellies, 14@16 lbs.	12 1/2
Clear bellies, 14@16 lbs.	12 1/2
Rib bellies, 20@25 lbs.	12 1/2
Rib bellies, 25@30 lbs.	12 1/2
Fat backs, 10@12 lbs.	10
Fat backs, 14@16 lbs.	11 1/2
Regular plates	9 1/2
Butts	9

# Retail Section

## Why Are Customers Lost?

### Retailers Should Study Reasons and Find Remedies

By Everett E. Wilson,

Department of Retail Merchandising,  
Institute of American Meat Packers.

"If every retailer who has been in business for five years or more were to regain one-half of the good customers he has lost because of some grievance, he probably would have to enlarge his store to take care of the additional volume. Furthermore, there is no reason why the dealer who is giving conscientious service and good value should not get back most of his lost customers by smoothing things over."

This is the opinion of a man who knows a great deal about retailing.

Any retailer, whether he sells meats, groceries, hardware, drugs, or any other line, has lost dozens of customers for one reason or another. Customers often become dissatisfied for some petty reason and take their trade to a competitor. In many cases, the dealer has no idea why he lost the business, and doesn't take the trouble to find out.

#### Why He Should Find Out.

It is most important for two reasons that an effort be made to find out exactly why the customer is grieved. In the first place, a good customer is hard to replace; in the second place, what offends one customer may offend others and the dealer should know what is wrong so he can guard against the same thing happening again.

Often a few smooth words by a tactful person will appease the offended customer. A personal call by the proprietor or some capable employee to the home of the lost customer is a most effective way to regain lost favor.

Calls of this sort should be made during the quiet hours of the day or in the evening.

The very fact that the idea is a rather unusual one should make it all the more effective. Most housewives will be flattered at the idea that their trade is valued so highly. The dealer or his representative in most cases can clear up the misunderstanding and bring the customer back for good.

#### Why Customers Stop Trading.

Several surveys have been made of reasons why customers stop trading with retailers. In more than 50 per cent of the cases it has been found that the reasons are so trivial that a tactful dealer should have no difficulty in persuading the customer to resume trading with him.

One survey showed the following figures:

	Per cent
Indifference of salespeople	9
Ignorance and misrepresenta- tion of goods	8
Haughtiness of salespeople	7
Over-insistence of salespeople	6
Errors and delays in service	17
Attempted substitution of goods	6
Unwilling exchange of goods and tricky methods	10
Slip-shod methods	13
Poor quality and merchandise	10
High prices	14
 Total	 100

Certainly the reasons in the first group of 53 per cent are not so vital that the dealer cannot persuade the housewife to overlook them, if he approaches her skillfully. In the case of some of the other reasons, the dealer may find on investigation that the housewife was in error, and may be able to explain things to her satisfaction.

It is interesting to note that only 24 per cent of the customers stopped trading because of high prices or inferior quality. Such customers will be hard to get back. If the dealer has to charge more than the customer is willing to pay, or if his trade does not de-

sire as high a quality as the lost customer requires, nothing much can be done about it.

#### Poor Salesmanship a Chief Cause.

The percentage of customers lost because of poor salesmanship by employees is strikingly large. Many proprietors are so busy themselves during the rush hours and are gone from the store so much during other hours of the day that they do not supervise their employees closely enough.

It is true, of course, that many customers are hard to please, but in the great majority of cases there is absolutely no excuse for the employee offending the customer. Employees must learn to overlook rudeness or stubbornness on the part of customers for the good of the store.

It will pay every proprietor who has a number of employees to check up periodically on their sales methods. Good employees are so easy to get that inefficient ones should be gotten rid of without delay. Anyone who does a fair amount of shopping runs across indifferent, ignorant, haughty, and over-insistent sales people. They have their jobs only because someone in authority has failed to check up on them properly.

Unwillingness to exchange goods, tricky methods, and slip-shod store methods probably are matters of policy for which the proprietor alone is to blame.

#### Ignorance of the Customer.

Ignorance of the customer probably is as frequent a factor as any other in the loss of customers. This factor is especially important in the retail meat business because many housewives have little or no knowledge of retail meat cuts. Dealers who take time to give their customers information about the products they are selling usually find that it pays them richly to do so, and that it helps to increase their list of permanent customers.

Whether he knows what is the trouble or not, the dealer should investigate the circumstances every time a customer stops trading with him. If he waits for the customer to come into the store he will never get anywhere.

The personal call, as stated previously, will impress the customer and enable the dealer to talk over the situation in calm and friendly way. It is far too late to use this method on customers that were lost two or three years ago, but if it is used in the future, it will reduce greatly the number of lost customers.

## To Get Better Collection Results

Have you tried the telephone, Mr. Retailer, to collect your over-due accounts?

If you have not this method is worth a trial.

It stands to reason that if you could call on all of your delinquent customers personally and talk out the matter with them many of your collection problems would be solved. The personal contact would bring results that even the best of collection letters fail to get.

While the telephone does not bring you face to face with your customer it puts you in actual contact with him, which is the next best thing. By using the telephone you can reason with the customer and adopt tactics to fit each individual case.

One retailer is using the telephone to collect accounts with good results. He finds that it not only brings better results but that by talking with the customer he can form a better opinion of the case and retain many accounts on his books that might otherwise be lost.

## Tell This to Your Customers

Under this heading will appear information which should be of value to meat retailers in educating their customers and building up trade. Cut it out and use it.

### MEAT THREE TIMES A DAY.

Hotels at a popular Atlantic seaside resort are furnishing meat to patrons three times a day on American plan rates, and the fact that so many kinds of meat are regularly furnished at all meals apparently gave the hotel guests great pleasure, observers declare—and why not? Meals with generous portions of high quality meats certainly give patrons of eating places a feeling that they are receiving proper attention, and when the cost is not materially increased as a consequence the comfortable feeling is intensified.

It has always seemed to many a very narrow and unprofitable point of view on the part of management when it provides meat of low or only moderately high quality and offers patrons only a limited selection. In first class eating places the total cost of meals is not importantly influenced by the difference in wholesale cost between high quality portions of meat and the cost of lower quality. Many people are used to having meat that is high in quality, and when the standard is lowered the change is immediately noted and remembered unfavorably.

American plan hotels which serve various kinds of meat at all meals are not adding to the expense of operation to the degree one might at first imagine. Other food of similar quality and in wide variety is listed on the same menus, and the desire of patrons to sample all dishes usually does not last more than a day or so, after which a routine of eating is established in accord with normal habits. If meat is selected oftener than usual at first, the chance of other food being consumed is lessened and the balance will soon show satisfactorily to the hostelry.

There is a great deal of satisfaction in knowing that after a refreshing night's sleep, a salt water bath in the morning and a brisk walk in bracing air, the breakfast card carries nearly everything that could be desired and that included in the list are such meat dishes as broiled lamb chops, liver and bacon, broiled or fried steak, creamed chipped beef on toast, sausage, and similar kinds of meat too numerous to mention.

After such a meal, satisfied patrons tell their friends, and restaurant men know that the most profitable kind of advertising comes from recommendations of pleased patrons. Most people eat just about so much and whether their preferences are for meat or for other kinds of food, the expense to the

restaurant is not materially affected. Plenty of good meat, well cooked, is an asset to any public place where food is served.

From a radio talk prepared by New York office, U. S. Bureau of Agricultural Economics.

### NEWS OF THE RETAILERS.

The Economic Food Co., Fresno, Calif., has leased the Liberty Market at 920 Van Ness Ave.

The Skaggs Safe-Way Stores will open a chain meat and grocery store in Jackson, Calif.

Spencer's Cash Market, Yuba, Calif., has opened in the meat and grocery business at 200 Forbes Ave.

Charles T. Butts has taken over the business of the Spriggs Cash Market, Fredonia, Kans.

Combs & Johnson have opened in the meat and grocery business at 1231 S. 35th St., Kansas City, Kans.

W. C. Alspaugh & Son have purchased the Lewis Moreland stock of meats and groceries at Madison, Kans.

T. H. Payne has opened in the meat and grocery business at Hominy, Okla.

W. B. Keasey & Co. has been incorporated at Pontiac, Mich., with capital of \$35,000 to handle fresh and smoked meats.

J. B. McDonald has been succeeded in the meat business at St. Helens, Ore., by the Columbia River Meat Co.

The Sutton Store, Modoc Point, Ore., meats, etc., has opened for business.

F. E. Morris has sold out his meat business at St. Helens, Ore., to James Leer.

The Toner Meat Market, Milton, Ore., has closed its shop here and removed to Freewater, Ore.

Waldschmidt's Market has been opened at 541 Yamhill St., Portland, Ore., by Ed. Waldschmidt.

Ben Smith, Brewster, Wash., grocer, is adding a meat market to his shop.

L. W. Sauer has opened a meat market at Battle Ground, Wash.

Wm. Estby has sold a half interest in his Boulevard Market, 1627 West Carlisle St., Spokane, Wash., to S. I. Richardson.

T. E. Whittlege has engaged in the meat business at Soap Lake, Wash., having recently moved from Ephrata, Wash.

W. D. Platt has engaged in business at Ephrata, Wash., as the Ephrata Meat Market.

Louis Rolle has succeeded Carmody & Roelle in the meat business at Twisp, Wash.

M. S. Porter, Windom, Minn., meats, has sold out to J. O. Numedahl.

K. A. Knapp, Garrison, N. D., has bought the Dubbs meat market at that point.

William Wenzel has purchased the South Side Meat Market at Marshfield, Wis.

Meeker & Williams will open a new meat market in Washington, Mich., in the Meeker block.

R. H. Nicol has bought the City Meat Market, Hamilton, Mont., from the Ravalli County Bank and has reopened the business.

The retail meat market owned by Philip Druckenmiller at Fremont, O.,

has been purchased by C. J. Bethel of Sandusky, O.

Imel Brothers, Portland, Ind., grocery and meat market was damaged by fire recently with loss of \$2,000.

Sanders & Bennett, Breckenridge, Minn., meats, has been succeeded by Sanders & Thuren.

M. J. Risha has purchased the Home meat market at Salem, S. D.

C. E. Lokken's meat market at Ashland, Wis., was damaged by fire recently.

The Herman Grocery and Meat Market, Kenosha, Wis., suffered a fire loss of \$8,000 a short time ago.

### RESTRICT PORK SAUSAGE SALE.

A market ordinance passed recently by the city of New Orleans, La., prohibits the sale by retail dealers of any fresh meats, dressed fowl or seafoods within a radius of 3,200 feet of any of the city's public markets. Following passage of this ordinance, the ruling has been extended to prohibit the sale of fresh pork sausage, which is classed under the heading of fresh meats. The object, presumably, is to promote the success of the public markets.

Since this latter ruling, meat packers supplying the New Orleans retail trade have protested the prohibition against pork sausage, but thus far to no purpose. The board of directors of the Retail Grocers' Association now has authorized its attorney to draw up a proposed amendment to the city ordinance in order to lessen present restrictions on the retail trade.

### FORM MEAT CUTTING SCHOOL.

The National School of Meat Cutting, which has for several years been operated in connection with the Kurtz Market Co., 604 Summit St., Toledo, O., has been incorporated under state laws by Thomas E. Lattin, president, John B. Carson and Frank E. Miller. The organization, perhaps the only one of its kind in the country, will give instruction in meat cutting for the purpose of educating retail meat dealers and their employees in proper methods of sale to customers. The course also will include instruction in meat merchandising, and diplomas will be granted to those who complete the entire course. The organization will issue 500 shares of no-par stock, with an initial capital of \$500.

### DEALERS DISCUSS COST ITEMS.

The first of the series of vocational training conferences for Chicago retail meat dealers, now being sponsored by the Chicago Retail Meat Dealers' Association, was held recently at the offices of the Institute of American Meat Packers. The topic discussed was "Ways and Means to Determine the Cost of Doing Business," and particular attention was called to these factors: Population and competitive dealers, volume of business for the locality, catering to special trade, advertising, telephone delivery, credit and maintaining a product of exclusive quality.

## New York Section

### AMONG RETAIL MEAT DEALERS.

The Food Merchants Mutual Fire Insurance Co. is now organizing and have the following directors: Conrad W. Frey, Charles Schuck, David Van Gelder, Nathan Popper, George Kramer, Fred H. Otten, Samuel Beiber, John Reimers, Herman H. Hoops, Louis Goldstein, Herman Kirschbaum, Charles Hembdt, Charles Poppe, John Bartunek, Peter Alnor, John F. Hildermann and F. C. Kramer.

### Washington Heights Banquet.

Paramount Mansion, the newest show place in the Washington Heights section of New York City, afforded a beautiful setting for the banquet and ball of the Washington Heights Branch, New York State Association of Retail Meat Dealers, Inc., last Sunday when upwards of four hundred, including members, their families and friends, dined and danced. The dinner, which was the last word in culinary art, was preceded and followed by dancing. Dur-

ing the dinner a juvenile entertainment of songs, dances and specialties was given by the three Dreyer children.

At the conclusion of the dinner Frank Kunkel, the toastmaster, introduced President Chas. Hembdt, who welcomed the assemblage, expressing pleasure at the number present. Mr. Hembdt was then presented with a wrist watch in appreciation of the work he had accomplished for the Branch. Other speakers were State President Charles Schuck; president of the Bronx Branch, F. Ruggiero; president of Ye Olde New York Branch, Herman Kirschbaum; B. F. McCarthy of the U. S. Department of Agriculture, Business Manager Fred Hirsch of the Bronx Branch, and president of the Ladies' Auxiliary, Mrs. Charles Hembdt.

Max Haas, on behalf of the branch, presented Mrs. Hembdt with a basket of flowers as a token of their esteem. The first door prize, being a set of tools of the latest design, donated by the A. C. Wicks Manufacturing Co., was won by Carl Wertheimer, and the

second prize was won by Mr. Sullivan of the Albany Packing Company.

The following officers and committees are to be congratulated upon a most successful event:

**Ball Committee.**—Gus Schmitt, chairman; A. De Matteo, M. Haas, C. Hembdt, F. Kunkel and R. Utenwold.

**Reception Committee.**—Gus Beck, J. Berger, G. Dreyfus, M. Engel, L. Essman, I. Florschheim, G. Lowenthal, A. Minnicker, E. Schmelzer, A. F. Schmitt, Jr., M. Siegel and E. Wilson.

**Press Committee.**—Max Haas, chairman; J. Lowing, Chas. Schuck, Leon Dahlman, A. Heitner and Carl Wetherheimer.

The officers are: C. H. Hembdt, president; F. Kunkel, vice-president; A. Minnicker, second vice-president; A. De Matteo, treasurer; R. Utenwold, financial secretary; Max Haas, corresponding secretary; John Berger, warden; Chas. Schuck, orator. Trustees: Gus Schmitt, A. Dietzel, Gus Lowenthal, Earl Wilson, M. Kaufherr, Th. Krauser, J. Mayer, Chr. Maus and I. Florschheim.

Among others present were Mr. and Mrs. Frank P. Burck, Brooklyn Branch. Bronx Branch had three tables including President and Mrs. F. Ruggiero, Business Manager and Mrs. Fred Hirsch, Past President and Mrs. Leo Spandau, Mr. and Mrs. F. Feiderlein, Mr. and Mrs. A. Kellerman, Mr. and Mrs. O. Vogt, Mr. and Mrs. Chas. Zanner, Mr. and Mrs. William Wolf, Mr. and Mrs. C. Deal, Mr. and Mrs. E. Denny, Mr. and Mrs. W. Vantz, Mr. and Mrs. Wm. Aron, Mr. and Mrs. P. Doyle. Ye Olde New York Branch was represented by President and Mrs. Herman Kirschbaum, Mr. and Mrs. A. Kirschbaum, Mr. and Mrs. Louis Goldschmidt, Mr. and Mrs. G. Anselm and Mr. and Mrs. Louis Goldstein. The Ladies' Auxiliary also was well represented.

### WHOLESALE DRESSED MEAT PRICES.

Wholesale prices of Western dressed meats were quoted by the U. S. Bureau of Agricultural Economics at Chicago and three Eastern markets on February 7, 1929, as follows:

FRESH BEEF:	CHICAGO.	BOSTON.	NEW YORK.	PHILA.
STEERS (700 lbs. up):				
Choice .....	\$19.00@21.00	\$19.00@20.00	\$19.00@21.00	\$20.00@21.00
Good .....	17.50@19.00	18.00@19.00	17.50@19.00	17.50@19.00
STEERS (550-700 lbs.):				
Choice .....	19.50@21.50	.....	19.50@21.50	21.00@22.00
Good .....	18.00@19.50	.....	18.00@19.50	17.50@19.50
STEERS (500 lbs. up):				
Medium .....	16.50@17.50	17.50@18.50	16.50@17.50	16.50@18.00
Common .....	.....	17.00@17.50	.....	.....
STEERS (1):				
Yearlings (300-550 lbs.):				
Choice .....	20.50@22.50	.....	20.00@22.00	.....
Good .....	18.00@20.00	.....	18.00@20.00	.....
Medium .....	16.50@18.00	.....	.....	.....
COWS:				
Good .....	16.00@17.00	16.00@16.50	16.00@17.00	16.00@16.50
Medium .....	15.00@16.00	15.00@16.00	15.00@16.00	15.00@15.50
Common .....	14.00@15.00	14.50@15.00	14.50@15.00	13.50@15.00
FRESH VEAL AND CALF CARCASSES:				
VEALER (2):				
Choice .....	24.00@26.00	25.00@27.00	26.00@29.00	25.00@26.00
Good .....	22.00@24.00	22.00@25.00	23.00@25.00	24.00@25.00
Medium .....	20.00@22.00	20.00@22.00	21.00@23.00	22.00@23.00
Common .....	18.00@20.00	18.00@20.00	19.00@21.00	18.00@21.00
FRESH LAMB AND MUTTON:				
LAMB (38 lbs. down):				
Choice .....	27.00@28.00	29.00@30.00	29.00@30.00	28.00@30.00
Good .....	26.00@27.00	28.00@29.00	28.00@29.00	27.00@29.00
Medium .....	25.00@26.00	26.00@28.00	27.00@28.00	26.00@27.00
Common .....	24.00@25.00	25.00@26.00	26.00@27.00	.....
LAMB (39-45 lbs.):				
Choice .....	27.00@28.00	28.00@29.00	28.00@29.00	28.00@30.00
Good .....	26.00@27.00	27.00@28.00	27.00@28.00	27.00@29.00
Medium .....	25.00@26.00	25.00@27.00	26.00@27.00	26.00@27.00
Common .....	24.00@25.00	.....	25.00@26.00	.....
LAMB (46-55 lbs.):				
Choice .....	26.00@27.00	26.00@27.00	27.00@28.00	25.00@27.00
Good .....	25.00@26.00	25.00@26.00	26.00@27.00	24.00@26.00
MUTTON (Ewe) 70 lbs. down:				
Good .....	14.00@16.00	15.00@17.00	14.00@16.00	16.00@17.00
Medium .....	12.00@14.00	13.00@15.00	12.00@14.00	15.00@16.00
Common .....	10.00@12.00	11.00@13.00	10.00@12.00	11.00@14.00
FRESH PORK CUTS:				
LOINS:				
8-10 lbs. av. ....	17.50@19.00	18.50@20.00	19.00@20.00	18.00@20.00
10-12 lbs. av. ....	17.50@18.50	18.50@19.50	18.50@20.00	18.00@20.00
12-15 lbs. av. ....	17.00@18.00	17.50@18.50	18.00@19.00	18.00@19.00
15-22 lbs. av. ....	16.50@17.00	15.50@17.00	16.00@18.00	17.00@18.50
SHOULDERS N. Y. Style, Skinned:				
8-12 lbs. av. ....	14.00@14.50	.....	15.50@17.00	15.00@16.00
PICNICS:				
6-8 lbs. av. ....	.....	15.00@16.00	.....	.....
BUTTS Boston Style:				
4-8 lbs. av. ....	17.00@17.50	.....	18.00@20.00	18.00@19.00
SPARE RIBS:				
Half Sheets .....	11.00@12.00	.....	.....	.....
TRIMMINGS:				
Regular .....	9.50@10.00	.....	.....	.....
Lean .....	17.50@18.00	.....	.....	.....

(1) Includes heifer yearlings 450 lbs. down at Chicago and New York. (2) Includes "skin on" at New York and Chicago.

### NOVEMBER MEAT CONSUMPTION.

The apparent consumption of federally inspected meats during November, 1928, with comparisons, is reported by the U. S. Bureau of Agricultural Economics as follows:

#### BEEF AND VEAL.

Consumption: Pounds.

November, 1928 ..... 398,000,000

October, 1928 ..... 422,000,000

#### PER CAPITA CONSUMPTION:

November, 1928 ..... 3.3

October, 1928 ..... 3.5

#### PORK AND LARD.

#### Consumption:

November, 1928 ..... 641,000,000

October, 1928 ..... 675,000,000

#### PER CAPITA CONSUMPTION:

November, 1928 ..... 5.3

October, 1928 ..... 5.6

#### LAMB AND MUTTON.

#### Consumption:

November, 1928 ..... 45,000,000

October, 1928 ..... 52,000,000

#### PER CAPITA CONSUMPTION:

November, 1928 ..... 37

October, 1928 ..... 43

Per capita consumption of all meats during November, 1928, was 9.0 lbs.; for November of previous year, 9.2 lbs. As compared with November, 1927, per capita consumption of beef and veal, during November, 1928, was .4 lb. less; pork and lard, .2 lb. more; lamb and mutton, .02 lb. more; of all meats, 2 lbs. less.

## NEW YORK NEWS NOTES.

F. M. Firor, president of Adolf Gobel, Inc., has been spending a few days in the West.

A. H. Ruf, construction department, Cudahy Packing Co., Chicago, is in New York this week.

D. E. Levering, pork cuts department, Armour and Company, Chicago, is in New York for a few days.

J. C. Hormel, vice-president, Geo. A. Hormel & Co., Austin, Minn., is visiting in New York for a few days.

A. H. Carver, industrial relations department, Swift & Company, Chicago, has been a visitor to New York this week.

W. P. Mountain, vice-president of the firm of L. H. Wistuba, New York Produce Exchange, is confined to his home with the grippe.

A. T. Edinger, associate marketing specialist, U. S. Department of Agriculture, Washington, D. C., was in New York last Saturday on personal business.

On February first Charles E. Wicke of the A. C. Wicke Manufacturing Co. was in business with his father twenty-four years. Just one more year and it will be a silver anniversary.

F. Edson White, president of Armour and Company, was visiting in the East last week, and then jumped clear across the Continent to San Francisco to speak at the cattlemen's convention.

Wilson & Co. have had as visitors from Chicago this week W. C. Luethe, treasurer; E. J. White, beef department, and E. L. Yanke. C. J. Davidson, produce department, Boston, has also been a visitor.

E. W. Baker, in charge of the live-stock market news service of the U. S. Bureau of Animal Economics, Washington, D. C., was in New York for several days this week conferring with local representatives.

On Tuesday evening, February 12, Nathan Strauss, Inc., will give a beef steak dinner at the Unity Club, Brooklyn, to their employes, and on Sunday evening, April 14, the Mutual Benefit Association of Nathan Strauss, Inc., will hold its annual dinner and dance at the Leverich Towers hotel in Brooklyn.

Following is a report of the New York City Health Department of the number of pounds of meat, fish, poultry and game seized and destroyed in the City of New York during the week ending January 26, 1929: Meat—Brooklyn, 199 lbs.; Manhattan, 393 lbs.; total, 592 lbs. Fish—Manhattan, 75 lbs. Poultry and Game—Manhattan, 111 lbs.

Following is a report of the New York City Health Department of the number of pounds of meat, fish, poultry and game seized and destroyed in the City of New York during the week ended February 2, 1929: Meat—Man-

hattan, 769 lbs.; Queens, 6 lbs.; total, 775 lbs. Fish—Manhattan, 10 lbs. Poultry and Game—Brooklyn, 25 lbs.; Manhattan, 33 lbs.; total, 58 lbs.

## JANUARY MEAT REVIEW.

A review of the live stock and meat situation during the month just closed, issued by the Institute of American Meat Packers, states:

The fresh pork trade showed some improvement during the latter part of the month just closed, but was rather unsatisfactory for the month as a whole owing to the continued heavy receipts of hogs.

The demand for dressed beef was good at the beginning of the month, but the trade became unsatisfactory in the latter part.

The export trade generally was quiet throughout the month.

In the domestic market wholesale prices of the principal fresh pork cuts were about the same at the close of the month as at the beginning. Prices of fresh pork loins declined during the first two weeks, remained relatively steady during the third week, and advanced during the last week. There was a relatively narrow spread between the price of light and heavy loins at the close.

The smoked meat trade was only fair, although a relatively large amount of product moved into consumption. Prices of cured products advanced only slightly.

The demand for dry salt meats was only fair for this season of the year. Prices of dry salt bellies advanced slightly. Prices of lard also increased somewhat. There was no increase in the consumption of lard.

The average price of hogs at Chicago increased gradually during each of the first four weeks of the month, and for the entire month averaged well above the price prevailing a year ago.

The dressed lamb market was fairly satisfactory but weakened considerably at the close, owing to the higher level of prices.

The wool market showed about the same activity as during the previous month, with no change in prices.

The demand for hides has been sufficient to absorb domestic production, but accumulations in other countries caused a weak feeling in the market, and prices have declined about 15 per cent.

## NEW YEAR GREETINGS.

New Year's greeting cards continue to come to THE NATIONAL PROVISIONER from packers, importers and manufacturers allied with the industry both in this country and abroad.

Expressions of good will from foreign countries include those of Carl Ramon, packer, of Hakodate, Japan, who was for several years associated with the sausage business in this country; Waixel & Bensheim, Mannheim, Germany, casings importers and exporters; Guillermo Landivar R., import and export representatives at Guayaquil, Ecuador; Lodovico Weiss, Trieste, Italy, importers and exporters of American pork products.

Michel T. Zarotschenzoff, long associated with packer activities in Russia

## BELL'S



Patent Parchment  
Lined

SAUSAGE  
BAGS

and  
SAUSAGE  
SEASONINGS

Write for Samples  
and Prices.

The Wm. G. Bell Co.

189 State St. Boston, Mass.

and the Baltic states as head of Kultus, Ltd., at Reval, Estonia, and also a refrigeration consultant with offices at Paris France; and the Fowler Casing Co., Ltd., London, England, whose greeting took the form of a unique calendar with a slide-rule arrangement for reading dates at a glance.

Best wishes for the New Year received from American concerns in addition to those already reported included those of Max Salzman, vice-president of S. Oppenheimer & Co., Chicago; Mathieson Alkali Works, Inc., New York; Wm. Schluderberg-T. J. Kudle Co., Baltimore, Md., an art calendar reproducing in colors a painting by Daniel Sherrin; Republic Food Products Co., Chicago, an art calendar showing the new plant at 47th and Turner Streets; C. A. Durr Packing Co., Inc., Utica, N. Y.

George S. Heil, president Heil Packing Co., St. Louis, Mo., an attractive letter in the holiday spirit; T. R. Bradley, sales manager of Arnold Bros., Chicago, packers; Leslie M. Lynn, Chicago representative of the Cork Import Corp. of New York, whose unusual calendar was made entirely of the company's cork products, with very thin sheets of cork board for each of the months.

## OIL TRADE PRACTICE CODE.

A trade practice conference for the petroleum industry is to be held at St. Louis, Mo., February 11, under the auspices of the Federal Trade Commission. A general committee of the American Petroleum Institute, together with six regional committees covering the United States, are reported to have been working on a proposed code of practices. All members of the industry are invited to attend. Among the practices proposed for discussion are interference with existing contracts, substitution of one grade of product for another, lottery schemes, and the discontinuance of extraordinary free services.

## NEW YORK MARKET PRICES

## LIVE CATTLE.

Steers, best	\$11.75@13.25
Cows, medium	7.00@ 8.50
Bulls, light to medium	7.25@ 8.75

## LIVE CALVES.

Veals, prime	\$18.00@20.00
Calves, come to med.	10.00@13.00

## LIVE SHEEP AND LAMBS.

Lambs, good to choice	\$16.50@17.25
Lambs, medium	14.00@16.00
Sheep, fat ewes	8.00@ 9.00

## LIVE HOGS.

Hogs, 100-210 lbs.	\$10.50
Hogs, medium	10.50
Hogs, 120 lbs.	10.50
Roughs	9.00
Good Roughs	9.00

## DRESSED HOGS.

Hogs, heavy	15%
Hogs, 180 lbs.	15%
Pigs, 80 lbs.	16%
Pigs, 80-140 lbs.	16%

## DRESSED BEEF.

## CITY DRESSED.

Choice, native heavy	26
Choice, native light	26
Native, common to fair	22

## WESTERN DRESSED BEEF.

Native steers, 600@800 lbs.	21
Native choice yearlings, 400@600 lbs.	23
Good to choice heifers	20
Good to choice cows	16
Common to fair cows	14
Fresh bologna bulls	14 1/2

## BEEF CUTS.

Western.	City.
No. 1 ribs	20
No. 2 ribs	26
No. 3 ribs	22
No. 1 loins	34
No. 2 loins	32
No. 3 loins	20
No. 1 hinds and ribs	25
No. 2 hinds and ribs	22
No. 3 hinds and ribs	20
No. 1 rounds	24
No. 2 rounds	23
No. 3 rounds	18
No. 1 chuck	19
No. 2 chuck	17
No. 3 chuck	13
Bologna	6
Bolts, reg.	6@8 lbs. avg.
Bolts, reg.	4@6 lbs. avg.
Tenderloins	6@6 lbs. avg.
Tenderloins	5@6 lbs. avg.
Shoulder chops	10@11 lbs.

## DRESSED VEAL AND CALF.

Prime veal	31
Good to choice veal	28
Med. to common veal	23
Good to choice calves	21
Med. to common calves	17

## DRESSED SHEEP AND LAMBS.

Lambs, prime	31
Lambs, good	30
Sheep, good	16
Sheep, medium	14

## FRESH PORK CUTS.

Pork loins, fresh, Western, 10@12 lbs.	20
Pork tenderloins, fresh	48
Pork tenderloins, frozen	40@45
Shoulders, city, 10@12 lbs. avg.	17
Shoulders, Western, 10@12 lbs. avg.	16
Butts, boneless, Western	21
Butts, regular, Western	19
Hams, Western, fresh, 10@12 lbs. avg.	21
Hams, city, fresh, 6@10 lbs. avg.	22
Picnic hams, Western, fresh, 6@8 lbs. average	17
Pork trimmings, extra lean	20
Pork trimmings, regular, 50% lean	12
Spareribs, fresh	13

## SMOKED MEATS.

Hams, 8@10 lbs. avg.	24
Hams, 10@12 lbs. avg.	23
Hams, 12@14 lbs. avg.	22
Picnics, 4@6 lbs. avg.	15
Picnics, 6@8 lbs. avg.	14 1/2@15 1/2
Rollersteaks, 6@8 lbs. avg.	15 1/2@16 1/2
Beef tongue, light	28
Beef tongue, heavy	32
Bacon, boneless, Western	22
Bacon, boneless, city	19
Pickled bellies, 8@10 lbs. avg.	15

## THE NATIONAL PROVISIONER

## FANCY MEATS.

Fresh steer tongues, untrimmed	30c
Fresh steer tongues, 1 c. trnd'd.	42c
Sweetbreads, beef	70c
Sweetbreads, veal	\$1.00
Beef kidneys	20c
Mutton kidneys	11c
Livers, beef	40c
Oxtails	20c
Beef hanging tenders	30c
Lamb fries	10c

## BUTCHERS' FAT.

Shop fat	2 3
Breast fat	2 4
Edible suet	6 1/4
Cond. suet	6 5/4

## GREEN CALFSKINS.

5-9 9 1/2-12 1/2 12 1/2-14 14-18 18 up	up
Prime No. 1 Veals	23 2.45 2.70 2.90 3.85
Prime No. 2 Veals	21 2.25 2.45 2.65 3.60
Buttermilk No. 1	20 2.10 2.35 2.55
Buttermilk No. 2	18 1.90 2.10 2.30
Branded Gruby	9 .95 1.10 1.30 1.85

Number 3 At Value

## LIVE POULTRY.

Fowls, Leghorn, per lb. via express	28
Ducks, Long Island, spring, express	30
Pigeons, per pair, via freight or express	45

## BUTTER.

Creamery, extras (92 score)	50 1/2
Creamery, firsts (88 to 89 score)	47 1/2@48 1/2
Creamery, seconds (84 to 87 score)	46 1/2@47
Creamery, lower grades	45 1/2@46

## EGGS.

(Mixed colors.)

Extras	42 1/2@44
Extra firsts	41
Firsts	38 1/2@40
Checks	25

## DRESSED POULTRY.

## FRESH KILLED.

Fowls—fresh—dry packed—12 to box—fair to good:	
Western, 60 to 65 lbs. to dozen, lb.	31
Western, 45 to 54 lbs. to dozen, lb.	31
Western, 43 to 47 lbs. to dozen, lb.	30
Western, 36 to 42 lbs. to dozen, lb.	29
Western, 30 to 35 lbs. to dozen, lb.	27

Fowls—fresh—dry pkd.—fair to good—12 to box:	
Western, 60 to 65 lbs., lb.	34
Western, 45 to 55 lbs. to dozen, lb.	34
Western, 43 to 47 lbs. to dozen, lb.	33
Western, 36 to 42 lbs. to dozen, lb.	32
Western, 30 to 35 lbs. to dozen, lb.	31

Ducks—	
Western, prime to fancy	20

Turkeys—	
Western, dry pkd., prime to fancy	37

Squabs—	
White, 11 lbs. to dozen, per lb.	65
White, 11 lbs. to dozen, per lb.	60
White, 11 lbs. to dozen, per lb.	65
White, 11 lbs. to dozen, per lb.	65

Fowls—frozen—dry pkd.—fair to good—12 to box:	
Western, 60 to 65 lbs., lb.	30
Western, 55 to 59 lbs., lb.	30
Western, 43 to 47 lbs., lb.	29
Western, 30 to 35 lbs., lb.	26

Wholesale prices of 92 score butter at Chicago, New York, Boston and Philadelphia week ended January 31, 1929:	
Chicago .....	Jan. 25 26 28 29 30 31
Chicago .....	47 1/2 47 1/2 47 1/2 47 1/2 48 48 1/2
New York .....	48 48 49 49 49 50
Boston .....	48 48 48 1/2 48 1/2 48 1/2 49 1/2 49 1/2
Philadelphia .....	48 1/2 48 1/2 48 1/2 49 1/2 50 1/2 50 1/2

Wholesale prices of cartorts—fresh centralized butter—90 score at Chicago:	
Chicago .....	46 1/2 47 47 47 47 47 47 1/2
New York .....	47 1/2 47 1/2 47 1/2 47 1/2 47 1/2 47 1/2 47 1/2
Boston .....	48 48 48 48 48 48 48 48 48 48 48 48 48 48 48 48
Philadelphia .....	48 1/2 48 1/2 48 1/2 48 1/2 48 1/2 48 1/2 48 1/2 48 1/2 48 1/2 48 1/2 48 1/2 48 1/2 48 1/2 48 1/2

Receipts of butter by cities (tubs):	
This week	Jan. 25
last week	Jan. 26
Jan. 27	Jan. 28
Jan. 29	Jan. 30

Chicago .....	In 220,805
New York .....	110,546
Boston .....	51,840
Philadelphia .....	12,440

On hand	2,770,738
Jan. 31	Feb. 1
last year	
Chicago .....	4,781,570
New York .....	5,506,410
Boston .....	2,223,004
Philadelphia .....	835,267

Total .....	95,953 101,592 107,307 686,583 709,20
-------------	---------------------------------------

, 1929.

L.S.  
X.

④ 2.35  
④ 2.35  
④ 4.40

... Nominal

4.90 & 10c

Nominal  
④ 2.25%

75 & 10c  
50 & 10c

④ 22.50

④ 37.50

④ 10.00

④ 12.00  
④ 8.00  
④ 25.00  
④ 45.75

④ 1.00  
④ 1.10

④ 50.00  
④ 55.00

RNS.

00④ 100.00

④ 75.00  
00④ 50.00  
00④ 50.00  
④ 55.00

④ 100.00  
00④ 325.00  
00④ 275.00  
00④ 225.00

K.

New York  
29, were

ogs. Sheep.  
194 16,350  
47 16,000  
62 12,400  
22 44,772  
10 48,300  
98 45,117

Inc.

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ucts

of

skins

goods

24

N. J.